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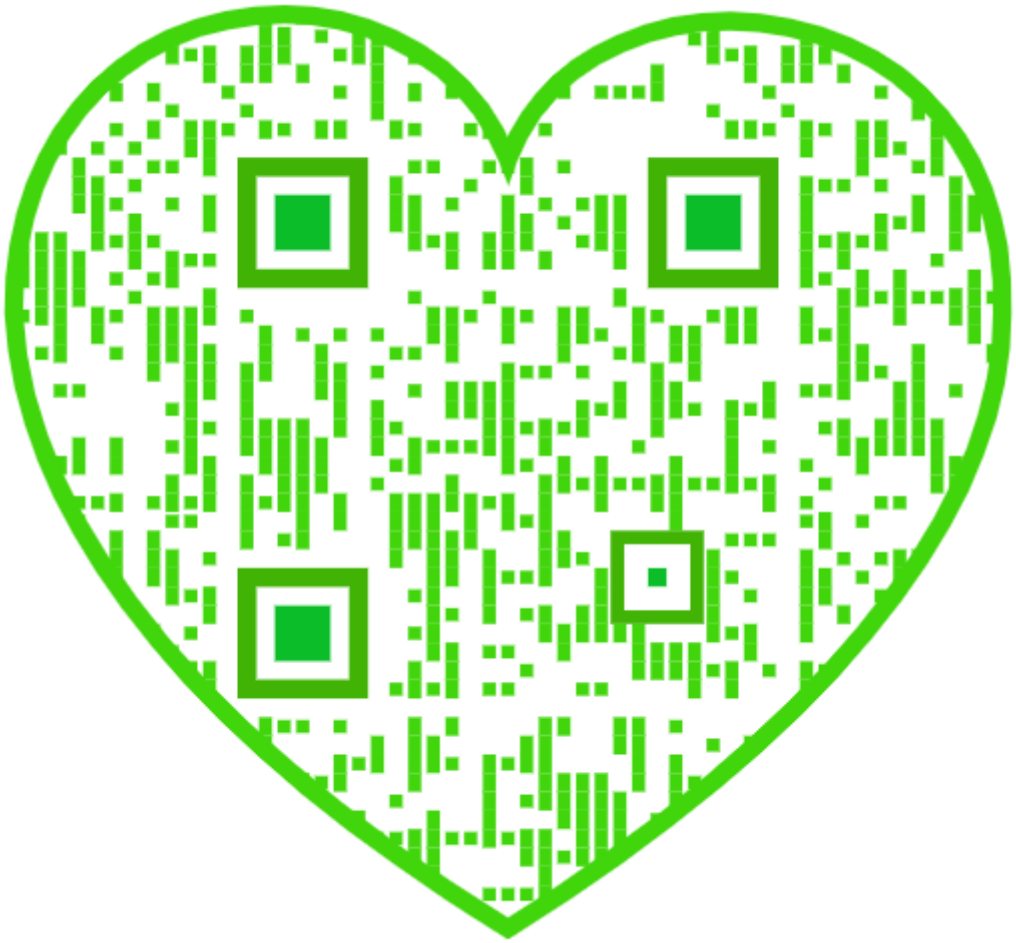

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CONTENTS OF REEL 159

1) The Tobacco world, v. 25, no. 1-26
   January 4, 1905 – June 28, 1905
   MNS# PSt SNPaAg159.1

Title: The Tobacco world, v. 25, no. 1-26

Place of Publication: Philadelphia, Pa.

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090 20 Microfilm D344 reel 153.1-190.5 $cmc+(service copy, print master, archival master) $s+U22V1X1902-U22V20X1902+U22V22X1902-U22V33X1902+U22V35X1902-U22V51X1902+U22V53X1902-U24V42X1904+V24V44X1904-U25V44X1905+U25V46X1905-U26V42X1906+U26V44X1906-U26V48X1906+U26V50X1906+U27V1X1907-U28V11X1908+U28V13X1908-U63V6X1943+U65V1X1945-U65V12X1945
130 0 Tobacco world (Philadelphia, Pa.)
245 14 The Tobacco world
260 Philadelphia, [Pa. $bs.n.]
300 v. $bill. $c38 cm.
310 Monthly $bApr. 1936-
321 Weekly $b<1902>-1909
321 Semimonthly $bJan. 1910-Mar. 15, 1936
500 Description based on: Vol. 22, no. 1 (Jan. 1, 1902); title from caption
500 Published by Tobacco World Corp., Philadelphia, Pa., <19__>-
500 Some combined issues
500 "Devoted to the interests of importers, packers, leaf dealers, tobacco and cigar manufacturers and dealers."
500 Occasional missing and mutilated pages
515 Vol. 22, no. 38 (Sept. 17, 1902) mismarked as v. 22, no. 37; vol. 52, no. 14 (July 15, 1932) mismarked on cover as v. 54, no. 14
533 Microfilm $mv.22,no.1 (1902)-v.22,no.20 (1902),v.22,no.22 (1902)-v.22,no.33 (1902),v.22,no.35 (1902)-v.22,no.51 (1902),v.22,no.53 (1902)-v.24,no.42 (1904),v.24,no.44 (1904)-v.25,no.44 (1905),v.25,no.46 (1905)-v.26,no.42 (1906),v.26,no.44 (1906)-v.26,no.48 (1906),v.26,no.50 (1906),v.27,no.1 (1907)-v.28,no.11 (1908),v.28,no.13 (1908)-v.63,no.6 (1943),v.65,no.1 (1945)-v.65,no.12 (1945) $bUniversity Park, Pa. : $cPennsylvania State University $d1998 $e38 microfilm reels ; 35 mm. $f(USAIN state and local literature preservation project. Pennsylvania) $f(Pennsylvania agricultural literature on microfilm)
590 Archival master stored at National Agricultural Library, Beltsville, MD : print master stored at remote facility
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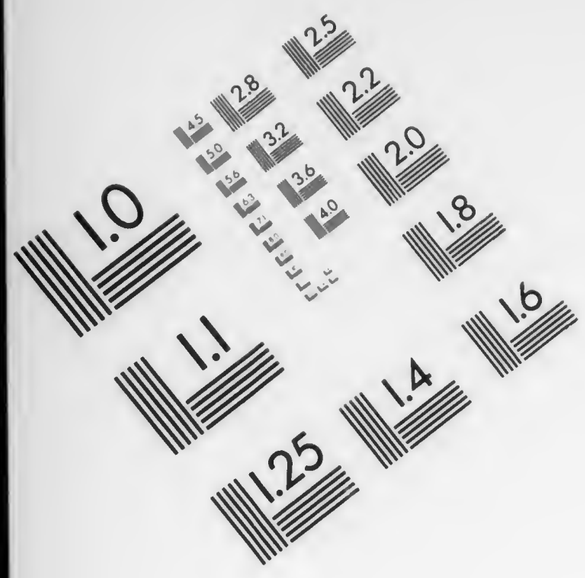

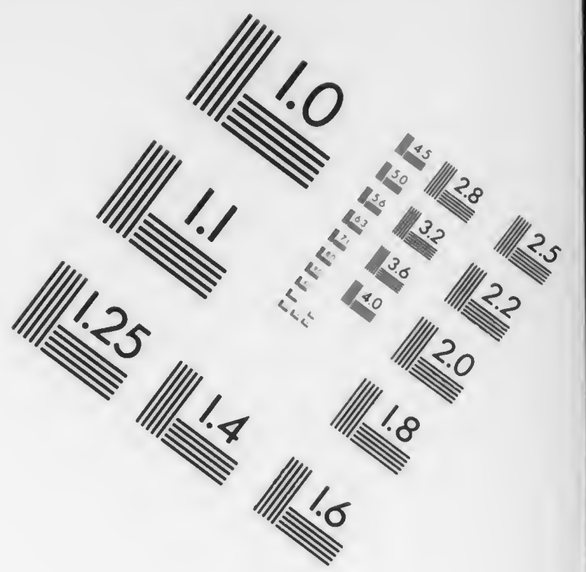

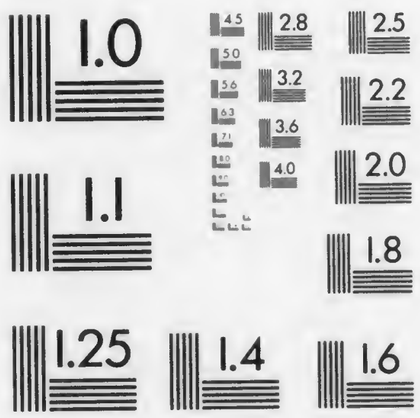

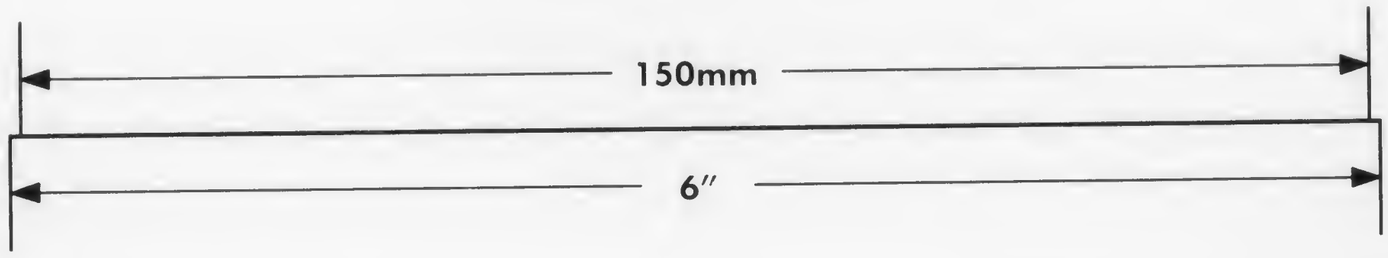

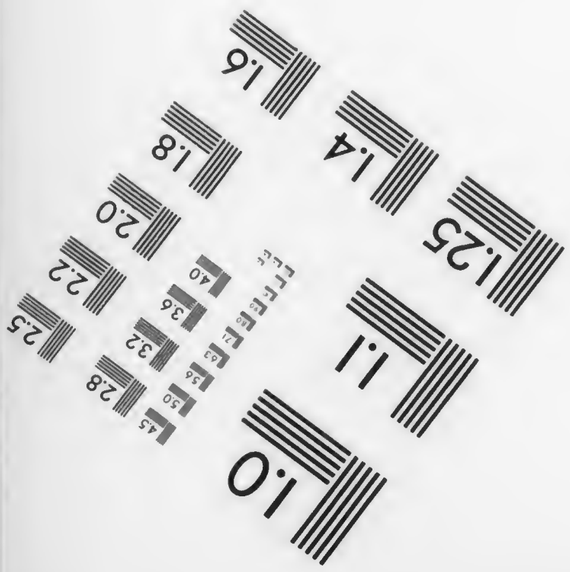

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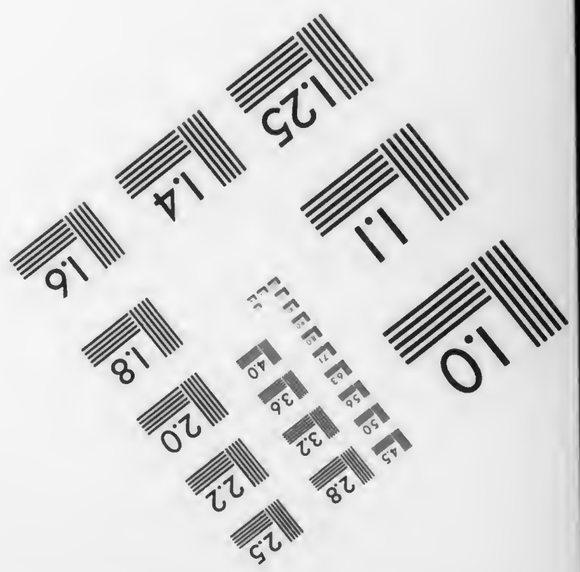

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Volume 25
no. 1-26
January 4, 1905 – June 28, 1905

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THE

TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXV., No. 1.

PHILADELPHIA, JANUARY 4, 1905.

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Lowest Prices.

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C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

—THE TOBACCO WORLD—

PHILADELPHIA SMOKE VETTERLEIN BROS.' SABOROSO PHILADELPHIA CIGARS BOSTON

MANETO CIGAR

GUMPERT BRO'S. Manufacturers

114 N. 7th St. Philadelphia

HARTMAN & KOHN,

Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar

1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

PENT'S TAHOMA 5¢ PENT BROTHERS CIGARS PHILADELPHIA

E·E·KAHLER READING, PA.
MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
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EISENLOHR'S Cinco CIGARS Philadelphia

Clean as the Food You Eat Vesper CIGAR 5

(LORD LANCASTER, 10c.)

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615 Market St., Philada.
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ALLEN'S NAPOLEON 5¢ CIGAR

Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4886-A.

WHITE KNIGHT

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
(Incorporated)
PHILADELPHIA, PA.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

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The anti-trust laws of the State provide that no corporation can hold stock in another corporation, since only in this way can the State prevent combines, and thus hinder one company from owning and controlling the stock of all companies engaged in a similar line of business. This is the first time this provision of the anti-trust law has been put into operation in Mississippi.

There is no chance of securing the charter until an amendment is made eliminating the objectionable features, to which the Governor has called attention.

WILL TEST TRADING STAMP ACT.

Before those principally affected will submit to the new excise law in Massachusetts, which taxes trading stamps, coupons, etc., test cases will be brought and strong efforts made to prove the law unconstitutional.

A member of the legal firm of Platzek & Strooch, of New York, counsel for the United Cigar Stores Co., has been in Fall River, Mass., during last week in consultation with City Solicitor Dubuque and David F. Slade, counsel for the Green Trading Stamp Co., and it was stated that the conference was held with a view to bringing a test case for violation of the excise tax law at as early a date as possible.

The American Tobacco Co., as told last week, has taken the stand that the law was not meant to apply to coupons of the nature of those used with tobacco.

TELEPHONE THIEVES ARE FOILED.

Extend Operations to Louisville and Fail to Get Away With the Goods.

The telephone order thieves have extended their operations to Louisville, Ky., after successfully working the game in New York and other cities, but in the Kentucky town the game was nipped in the bud after the cigars had been gotten out of the store.

As in the other cases, an order for stuff was made by telephone, this time for $50 worth of cigars at J. T. Stier & Son. An employe became suspicious at a remark made by the expressman who called for the goods later, and followed him and recovered the cigars.

Dealers in all parts of the country are warned to verify all telephone orders, no matter how safe they may seem.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
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SMOKE
VETTERLEIN BROS'
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Governor Vardaman of this State has held up the charter of the Fisher Tobacco Co., of this city, on the ground that the company's charter is in violation of the spirit of the anti-trust laws of the State.

The charter was presented for executive approval some weeks ago, and the Governor's action was taken on account of a clause in it which provides that any tobacco company or corporation domiciled in Mississippi or in any other State of the Union, can hold stock in the West Point company.

The anti-trust laws of the State provide that no corporation can hold stock in another corporation, since only in this way can the State prevent combines, and thus hinder one company from owning and controlling the stock of all companies engaged in a similar line of business. This is the first time this provision of the anti-trust law has been put into operation in Mississippi.

There is no chance of securing the charter until an amendment is made eliminating the objectionable features, to which the Governor has called attention.

WILL TEST TRADING STAMP ACT.

Before those principally affected will submit to the new excise law in Massachusetts, which taxes trading stamps, coupons, etc., test cases will be brought and strong efforts made to prove the law unconstitutional.

A member of the legal firm of Platzek & Strooch, of New York, counsel for the United Cigar Stores Co., has been in Fall River, Mass., during last week in consultation with City Solicitor Dubuque and David F. Slade, counsel for the Green Trading Stamp Co., and it was stated that the conference was held with a view to bringing a test case for violation of the excise tax law at as early a date as possible.

The American Tobacco Co., as told last week, has taken the stand that the law was not meant to apply to coupons of the nature of those used with tobacco.

TELEPHONE THIEVES ARE FOILED.

Extend Operations to Louisville and Fail to Get Away With the Goods.

The telephone order thieves have extended their operations to Louisville, Ky., after successfully working the game in New York and other cities, but in the Kentucky town the game was nipped in the bud after the cigars had been gotten out of the store.

As in the other cases, an order for stuff was made by telephone, this time for $50 worth of cigars at J. T. Stier & Son. An employe became suspicious at a remark made by the expressman who called for the goods later, and followed him and recovered the cigars.

Dealers in all parts of the country are warned to verify all telephone orders, no matter how safe they may seem.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ARRIBA Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

Packers of Leaf Tobacco

VUELTA ARRIBA

D & T

107 Arch St. PHILADA.

Established 1845

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco

118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

AND

Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana Packers of Seed Leaf. Y&N

25 N. THIRD ST., PHILADELPHIA.

The Old Salesman's Musings.

A FEW REMARKS A LA DR. SWALLOW

Thanking you in advance for your kind attention, I think I shall use my space this week to preach a short sermon, out of which I sincerely hope somebody will get some good. I, too, hate amateur preachers who butt cheerfully in where a wise gentleman would stay away or send in his card, but I was so shaken up by an experience I had the other night that I can't forbear.

It's about Rum! Perennial old rum! And before I get any further I am willing to remark concerning myself, that I never insisted on being gagged, bound and chloroformed in order to permit someone to force a small horn down me, so I am not speaking from the icy pedestal of the W. C. T. U. But there are persons who use alcohol, and persons whom alcohol uses, and it's up to every man to make snap judgment on which class nature has fitted him out for.

To begin my story properly: On a dark and snowy night, about ten years ago, I boarded a train in Western Pennsylvania and soon got into conversation with the only passenger in the car, a young fellow not more than 23.

For all his youth, he very evidently had brains, was an unusually interesting conversationalist, was really witty without having to repeat, and altogether made such a strongly favorable impression on me, that I made him promise to let me hear from him.

He was a frank youth and he told me that his father was a member of a firm in Philadelphia, and was sending him out to learn the business on the road. I happened to know his line pretty well, had made his territory many a time, and loosened up some pointers for which the kid seemed properly grateful.

Well, I met him again in a few months, and he told me he was getting along finely. Before many more months had passed I began to hear of him from other salesmen, as having made a big hit both with his customers and his brother salesmen, and I felt glad of it. I said as much to one man who was praising the boy to me.

"Yes, he's all right," added the man. "And the child's a perfect tank. I don't think he exactly looks for booze, but he naturally is mixed up with it a lot, and they tell me he can put some of us old ones under the table twice, and then go out and sell a bill."

"Well, I hope he don't push a good thing too far," I remarked, and then forgot it.

I didn't hear from Billy (that is the boy's name) for a couple of years and then I ran into him again. He was a good deal wiser in the world's wisdom than he had been before, but he still had an appearance of boyish innocence and was at the same time as quick as a trick. He seemed glad to see me and we drifted into a heart-to-heart talk over the dinner table. He drank a lot of whiskey before, during and after the meal, which struck me as a mighty bad sign in a boy of his age, and I made some remark about it.

He laughed it off at first, but grew more serious and admitted that he was hitting it too hard.

"I really have about decided to cut it out," he said, "but I ought to change my job to do it. Everywhere I go I'm mixed up in it. I have stopped for a while two or three times, and then got tied up in crowds with women and I had to be either a dead one or a sport, and somehow the latter always won out. It seems like a cowardly admission, doesn't it?" he asked.

I agreed with him, and mentioned numerous cases I knew of where bright, young fellows had succumbed to the falsely seductive combination of wine, women and song. He appreciated it all, and we parted.

I saw him again in five years during which time I had occasionally heard of him, always as a successful salesman making lots of money and spending it in the same old way. He had left his father's employ because he thought he wasn't making enough, and several subsequent houses had been obliged to let him go after particularly flagrant sprees.

I was with him this time for about ten minutes in company with two or three other men and I had no chance to talk to him. He was more careless about his dress although he wore expensive clothes, and he looked decidedly bloated. His pockets were full of money and he had no more idea of its value than a cave dweller.

About a year ago a sweet looking woman called upon me who said she was Billy's mother and explained that he had told her all about me and my good advice, etc. The dear lady, much to her own annoyance, began to weep, and finally asked me if I wouldn't try to find her son who was drunk, somewhere, and hadn't been heard from for a week.

I tried and didn't succeed but learned that he got home a few days later. It seems that he still made his home with his family in Germantown, when he was off the road.

I met him in New York about six months ago, and was delighted to see that he had a clear eye and a steady grip. He was much more like the boy in the little midnight train, in Pennsylvania, and he told me he was working inside, keeping away from the gang, and was just finishing up a certain much advertised treatment for inebriecy.

"I feel different in every respect," said he, "and I wouldn't go back to the old game for anything on earth. I'm working for myself now, not a lot of saloon keepers and queer women."

I tried to tell him how glad I was to hear it and we separated in the best of spirits.

One night last week I was hurrying up lower Arch street, Philadelphia, when as I reached Fifth street, a man crouching by the meeting-house wall grabbed me by the arm with a frenzied grip and, pointing to something in the road, fairly hissed "What is that? Oh, God, tell me what that is?"

It was a mere, harmless cat on a char-

(Concluded on page 7.)

La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS

10c.—UNCLE JOSS—5c.

York Nick---5c.---Best Known

Two Cracker Jacks—Two for 5c.

Oak Mountain Bouquet---Boston Beauties

Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.

Capacity, 25,000 per Day. Telegraph—York, Pa.

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,

Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar.

Southeast Corner Second and Market Streets,

Camden, N. J.

THE REALM OF THE RETAILERS

IT is the hope of the editor of this department that during the coming year every subscriber among the dealers will find the page of constant use and aid to him, and will come to watch eagerly for the paper. A number of dealers have adopted suggestions made here from time to time and have reported gratifying success.

Whatever hints and suggestions to retailers are made during the coming year will be carefully weighed and wherever possible will be made from actual experience. In furtherance of this, another request is made that dealers and readers in general write to us, telling us about ideas that have actually been tried or are proposed.

Bear in mind that a scheme which might not be advisable under one set of circumstances might be the precise thing needed by some other man differently situated.

You may have tried an idea which seemed good but somehow failed to bring results. Send it along and we will try to explain it. Again you may have tried something in a doubtful frame of mind and found that it brought lots of business. We would like to hear about that.

If this page has ever helped you, help it to help someone else. Don't be so indifferent when it comes to helping some body else, and remember that this means YOU.

LET A FEW FACTS STICK TO YOU AS YOU MOVE ALONG.

BECAUSE a man keeps a cigar store it does not necessarily follow that he is an expert judge of tobacco or that he knows all about his stock that there is to know. The ignorance of the usual customer and at the same time his belief that he is all wise, is proverbial, although sometimes his ignorance is not much greater than that of some of the small dealers.

"Nine men out of ten when you hand them a cigar will roll it tenderly between the fingers and smell it knowingly before attempting to smoke it," said a cigar man recently. "After puffing on it a minute, he will tell all about the cigar, its make, grade and price, and inform you in a confidential way that he knows all about tobacco, and cigars in particular. In ninety-nine cases out of one hundred his information will be wrong, as only the tobacco expert can quickly judge of the intrinsic merit of a cigar, and frequently he will be at fault.

"For commercial purposes all cigars are divided into three grades of tobacco, known as dark, medium and light, but there are forty or fifty shades, which are grouped into five sub-headings.

"The grade of a tobacco used in a cigar has nothing whatever to do with its size, and there is practically no limit to the number of sizes. Any cigar manufacturer may bring out a cigar of special size and give it whatever name he pleases. The best known and most frequently used sizes, however, in the cigar trade are the conchas, which are divided into bouquet and especial, regalia bouquets and puritanos, the breva and panatella having distinct shape of their own. The panatella is a long, thin cigar, with tapering ends, whereas the breva is finished off short at both ends and has an even thickness throughout, except a slight narrowness at the end that is held in the mouth.

Undoubtedly the best tobacco smoked in cigars in this country is the native grown Cuban tobacco, and the cigar is further improved if it is made in Cuba, particularly in the province of Havana. For this reason many so-called Havana cigars are in reality cigars made in this country and shipped to the islands, whence they are reshipped to the United States and the revenue stamp is duly pasted on the boxes to deceive the uninitiated.

Many smokers who prefer a light wrapper enjoy the flavor of the Manila wrapper with the Havana filler. To satisfy this taste the Havana tobacco frequently is wrapped in Connecticut wrapper.

"Inferior grades of cigars frequently are made of doctored tobacco, acid being used to stain the wrappers and light straw color in spots. The best leaf of the tobacco plant is that which grows nearest to the ground, and when the rain splashes mud on the leaf these little straw colored spots appear when the tobacco is cured. When these spots are genuine the wrapper will be a good tobacco of its grade, but whether it is acid stain or not only the expert will be able to determine."

• • •

WHY DID THE RETAIL BUSINESS FALL OFF?

THERE is a general complaint among retail cigar dealers of the country of the falling off in the sale of cigars. It is said that this decrease has been shown greatly in the past three months.

A prominent cigar dealer yesterday said that he had learned from officials of the internal revenue department that the entire sales of cigars in the United States had decreased 40,000,000 last month over that of October.

"When the cold wind begins blowing," he continued, "then our busines falls off. In the summer time our best trade is on. Men who usually smoke have a cigar in their mouth while walking down the street. As soon as snow falls and the air is filled with frost they leave off the smoking in the streets. This in a measure temporizes the habit with them and they do not do so much smoking when they are at home.

"This year we have had good, pleasant weather up till a few days ago. For the past month or six weeks the cigar trade has been falling off. There are not as many pipes or cigarettes sold and I am unable to account for the decline in the business. It may be that many young men have retrenched on their cigar money that they might save it for Christmas. If such is the case it is the first time in my memory that such retrenchment took place prior to New Year's day. At that time the cigar business always falls off for at least one month. Thousands of men at that time 'swear off' with good intentions of not smoking any more. This lasts about a month or six weeks and we can easily see the way the resolutions are broken by the steady advance in the sale of cigars."

• • •

QUEEN CITY TOBACCO CO.'S DISPLAY AT THE SHOW.

A BOOTH at the Tobacco Show in Horticultural Hall which attracted much attention was the "Home of the Red Devil," conducted by the Queen City Tobaccco Co., of Cincinnati, to advertise its well known brand of smoking and chewing tobacco. The Company secured the constant attention and interest of the crowds by giving away chances on a gold watch, the winner of which was determined at the end of the week. The display was in charge of W. J. Wood.

PLAY CARDS FOR CIGAR CHECKS.

A HARTFORD CITY (Indiana) man who runs a cigar store is thinking seriously of taking out the pool tables and substituting card tables. Checks are bought and played for in card games payable in tobaccos. In a number of neighboring towns this plan has been adopted. At Richmond the popularity of card games in these places has been growing so rapidly that the number of players had in some cigar stores increased beyond the capacity of the tables.

• • •

EASILY ANSWERED.

AN exchange prints the following verses humorously settling the question of what should be done to the workman who ruins good tobacco by turning out inferior work under a standard label and renders the dealer helpless in pushing the cigar:

The best cigar-hand sometimes makes mistakes,
Whereat the man's employer greatly grieves,
And asks, "How shall we treat the man who makes
A bad cigar of good tobacco leaves?"
This problem he to arbitration takes,
And in due course the answer he receives,
An echo of his words, "The man who makes
A bad cigar of good tobacco—leaves!"

• • •

TWO CATCHY SIGNS.

A MARKET STREET (Philadelphia) dealer is calling attention to a particular brand of cigar by these two signs, the verse in each case being followed by the name of the cigar:

Rain or shine,
Wet or dry;
This is the cigar
You want to buy.

Not too short,
Not too long;
Not too mild,
Not too strong.
Just right.

Snuff Out Old Methods

Begin the New Year Right

A Resolution to Use a National Cash Register

Means less work in balancing cash, less worry, less bother and more money. A National will

Stop Losses by Enforcing Carefulness, Efficiency and Honesty

By furnishing an automatic record of every transaction in the store, showing its nature and who made it, a National increases the efficiency of clerks.

Let us tell you how it pays for itself.

1905 IS HERE

National Cash Register Co.

Dayton, Ohio

In writing please mention this paper

The Old Salesman's Musings.

(Concluded from page 5.)

acteristic, mysterious nocturnal promenade. I said so, after I had recovered from the start he gave me.

"Yes!" he panted. "I know it's only a cat; but it's a crawling, crawling cat." He swore horribly in an agony of fear. Something in his voice made me draw him into the light, and—it was Billy.

I got no sleep that night, and in the morning managed to get him home, way up in Germantown, in a carriage. His mother, who hadn't seen him for days, was very white-faced but seemed to know just what to do, and his father, who had retired from business, told me that the boy had not been able to hold any sort of a job for months, and that he had gone on a terrible debauch only a month before. "The doctors say that his constitution wont stand more than one or two more," said the old gentleman in a monotonous, sad tone."

That's all, I guess. There will probably be a sequel before long, but I don't think I care to be in at the death. The other night will hold me for awhile. Judging by the language he used from time to time, the poor boy had gathered a knowledge of every form of vice that was ever invented and I've been sort of sick at humanity ever since. Billy's is only one of a lot of cases and all I've got to say about it is this:

The difference of time beween the last drink that you are consciously able to refuse and the one which you must have, is often not more than two minutes.

THE OLD SALESMAN.

NEW OFFICERS FOR KENTUCKY BURLEY GROWERS.

Lawrenceburg, Ky., Dec. 29. At a meeting of the Burley tobacco growers of Anderson the following officers were elected for the ensuing year: President, Ben Franklin, of Glensboro; Secretary, Clarence E. Watts, of Alton Station; Inspector, John Taylor Watts, of Avenstoke; Board of Control, George Sharp, of Lawrenceburg; James R. Gaines, of Alton, and William Shelton, of Ashbrook. Six thousand dollars' worth of stock has been sold in this country. The association has rented a large warehouse near the depot in which it is now receiving tobacco.

JUDGMENT AGAINST UNIVERSAL TOBACCO COMPANY.

Judgment for $30,910 has been entered against the Universal Tobacco Co. in favor of J. C. Drucklieb & Co., for the amount claimed to be due on sales of 754 bales of tobacco between June 1 and November 11, 1901. A thirty days stay of execution was granted in the matter.

A NEW FACTORY AT ALLENTOWN.

Joseph J. Flickinger will open a cigar factory and retail store at Seventh and Liberty streets, Allentown, Pa., and will manufacture cigars of high grade. Mr. Flickinger, who is an expert cigarmaker himself, has been for seven years proprietor of the United States Hotel in that city.

—The Congress Cigar Co. is about to remove its business from Detroit to Chicago.

BLACK THREADS

Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3⅓ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.

DAYTON, OHIO.

A LINE OF HIGH-GRADE

Tobacco Spraying Goods

For Cigar and Tobacco Factories and Leaf Tobacco Dealers.

MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.

Send for free Catalogue.

DAYTON SUPPLY CO.,

Suc'ors to Nixon Nozzle & Mach. Co

DAYTON, O.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB — EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

IMPORTER OF
S. Weinberg, Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER — J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN — CARL L. HAEUSSERMANN — EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana — Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

LESS DEMAND IN HAVANA FROM NORTHERN BUYERS.

Reports From Country of Heavy Damages to Crops From High Winds Keep Prices Firm—Will Be Large Percentage of Torn Leaves.

[Special Correspondence of The Tobacco World.]

HAVANA, December 26, 1904.

During the week just passed the Havana market has felt the lessened demand from the Northern buyers, and business has assumed the holiday character natural at this season of the year.

Prices, however, remain very firm, particularly as the news from the country about the new crop speaks of heavy damages done by high winds, which have prevailed for nearly a week here in Havana, as well as in the Partido and lowland sections of the Vuelta Abajo.

Many of the tent-covered fields had their cheese-cloth covers blown to pieces, while the breakage of the leaves of the nearly ripe plants must have caused serious damage. In all likelihood there will be a large percentage of quebrados and torn leaves in the 1905 crop; besides which, the high winds are apt to burn the edges and tips of the leaves. If the temprano part of the growth, which is usually considered as the choicest part, will have a large percentage of defective tobacco, there is less hope for a good average crop, even if the medium tiempo or tardido plant should experience a more favorable growing season.

It seems a pity that the hopes of the farmers, which had been raised to a high pitch of expectation through timely rains, should have had such a rude set-back just at the critical time when they are preparing for the first cutting of the ripe plants. On the other hand, the dealers who are carrying stocks here in Havana will be benefited by this occurrence and be able to dispose of their holdings more readily at better figures, so the old adage about "an ill wind, etc.," may also prove true in this respect.

Many buyers from the north are expected here during the month of January, while some dealers here have taken occasion to purchase all suitable lots in the market that their owners wanted to realize upon.

Sales

amounted to 3,703 bales in all, or divided into 2,548 of Vuelta Abajo, 488 of Partido, and 667 of Remedios. The American buyers have taken 1,911, European exporters 385, and 1,407 bales were written off for home consumption by cigar and cigarette manufacturers.

Buyers Come and Go.

Arrivals:—A. Fromherz, of the Fromherz-Berlizheimer Co., Celestino Vega, of C. Vega & Co., and William Beitz, of the William Beitz Co., Chicago; D. Hevia, of D. Hevia, New York: Joseph Mendelsohn, of Mendelsohn, Bornemann & Co., Havana and New York.

Returned:—Joaquin Hedesa, from Key West.

Departures:—Faustino Lozano, for Tampa; Edward Hilson, Julius Lichtenstein and Bernard Lichtenstein, for New York.

Havana Cigar Manufacturers.

While business as a rule is quiet, there is, however, quite a good demand from Great Britain, and Germany also seems to be ordering more than was expected. The call from the United States is fair. Canada and South America are ordering quite some quantities.

The new design of the export labels having been approved by the government and accepted by the general meeting of the Union of Manufacturers, is now being printed, and will be ready for use early in the new year. The design is a little larger and wider than the old label ("precinta") used heretofore, and on one side will be the coat of arms of the Republic of Cuba, as well as the seal of the government, while on the other side will be the bust of Columbus and the signature of each individual manufacturer, besides the printed guarantee that the cigars contained in the box are made of Havana tobacco and manufactured on the island of Cuba.

All these precautions, however, will not prevent the refilling of boxes by dishonest retailers, although the rings on each cigar, if used universally, may be more effective. The best guarantee the smoker of imported cigars has, however, is to purchase his supply from such houses as are reliable and above reproach.

H. Upmann & Co. received some very large orders from Great Britain, Germany, as well as from the United States. They shipped 550,000 cigars last week.

Cifuentes, Fernandez & Co. are still very busy, and have orders from everywhere for their Flor de Tabacos de Partagas & Co.

Rabell, Costa, Vales & Co. are turning out some very fine goods in their Ramon Allones and Cruz Roja factories, and that this is being appreciated by consumers of the whole world is evidenced by the good orders they are receiving.

Behrens & Co. note no diminution in their Sol factory, as they are shipping

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez — Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. — VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. — G. W. MICHAELSEN. — H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26. Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street,
Cable: "JEDESA." HABANA, CUBA.
Branch House:—512 Simonton Street, Key West, Fla.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

goods in good-sized quantities, and are in receipt of new order from all markets, particularly England and Germany, which are ordering heavily.

J. F. Rocha & Co. are likewise busy turning out close to 50,000 cigars daily in their Crepusculo factory. They received orders of 400,000 cigars for Great Britain and her colonies, besides 150,000 for Australia, while Nene and Jefferson are called for from the United States.

Enrique Dorado & Co. do not complain, as El Rico Habano is meeting with increased favor, whether shipped to the United States, Canada or Europe.

Remigio Lopez y Hno. are busy moving their factory to 113 San Miguel street.

Buying, Selling and Other Notes of Interest.

Julius and Bernard Lichtenstein, who left last Saturday, purchased nearly 1,500 bales of all kinds of leaf during their stay here.

Sobrinos de A. Gonzalez were sellers to the extent of 500 bales of Vuelta Abajo, but besides this they have just closed a deal for the Spanish Regie of some 4,000 bales of Yara tobacco, which were purchased at Manzanillo.

Jose F. Rocha sold 400 bales of his Vuelta Abajo holdings.

Celestino Vega secured 500 bales of Vuelta Abajo for his Chicago factory.

Muniz Hnos. & Co. disposed of 400 bales of Montezuelo leaf.

J. M. Garcia & Co. received 895 bales from the Vuelta Abajo, part of the finest of this year's crop, and running from $80 per bale upwards, all vegas, including colas, net weight per bale being from 80 to 90 pounds.

Sobrinos de V. Diaz closed out 325 bales of Vuelta Abajo, and this made Don Narciso Gonzalez feel in excellent spirits when your correspondent called to see him last Saturday.

Ed. Hilson, president of the Hilson Co., did not tarry long, but he left quite satisfied with his trip to Cuba, and he secured about 700 bales of the best Vuelta Abajo leaf to be had.

Gonzalez Benitez & Co. made several transactions amounting to 250 bales of Remedios and Vuelta Abajo.

H. Upmann & Co. bought 500 bales of different kinds of leaf in the city, as well as in the country.

Aixala & Co. sold 200 bales of Remedios and Partido leaf.

Joseph Mendelsohn arrived here in the best of health and spirits from his short vacation north, and can again be seen hustling daily in the market. Mendelsohn, Bornemann & Co. have made the following shipments of leaf tobacco: 23 bales and 13 packages to Crump Bros., Chicago, via New Orleans; 28 bbls to Lilies Cigar Co., Kalamazoo, Mich., via Mobile, and 140 bales to Cohn Bros., Chicago, via Mobile.

B. Diaz & Co. made one deal of 200 bales of their fine Partido holdings.

Faustino Lozano secured some 500 bales of Vuelta Abajo for his Tampa factory.

Rabell, Costa & Co. disposed of 115 bales of Vuelta Abajo leaf.

A. Fromherz, who arrived here from Chicago, has commenced operating by buying some good-sized vegas of Vuelta Abajo.

A. M. Calzada & Co. turned over 86 bales of Vuelta Abajo to one of their Tampa customers.

Jorge & P. Castaneda received 300 bales of a Rio Hondo escojida this past week.

Loeb Nunez Havana Co. shipped 78 bales of Remedios, but, pending confirmations by mail, they sold about 500 bales additional from their large stock of all kinds of leaf.

Jose Menendez has done some business, but the number of bales could not be ascertained.

Garcia & Co. have not been idle either, although when it comes to disclosing transactions Don Manuel Garcia is like a sphinx.

Receipts From the Country

	Week Ending Dec. 24. Bales	Since Jan. 1. Bales
Vuelta Abajo	1,870	241,159
Semi Vuelta	100	22,264
Partido	177	57,592
Matanzas	——	334
S. Clara & Remedios	2,100	84,563
Santiago de Cuba	——	657
Total	4,247	406,569

COUNTY CLUBS WILL MEET AT CHATHAM.

Inter-State Tobacco Growers' Protective Association Issue Call for Jan. 16.

Danville, Va., Dec. 31.

The Pittsylvania executive committee of the Inter-State Tobacco Growers' Protective Association have called an important meeting of the county clubs to be held at Chatham, Va., at 11 o'clock a. m. on the third Monday in January, 1905.

Every club will be entitled to send one delegate for every twenty-five members and fraction thereof over twelve. Each club, however small in membership, shall be entitled to at least one delegate.

All farmers in sections where no clubs have yet been organized are cordially invited to attend and take part in the deliberations, except that only delegates will be allowed to vote on measures coming before the body.

It will be the effort of the committee to have several practical speakers on hand and make the occasion one of interest and instruction.

No club should fail to send its full allowance of delegates, and all other farmers interested in the movement will be most welcome guests. Monday, Jan. 16, is the day.

SALES RESUMED IN RICHMOND.

Forty Per Cent of Crop Already Sold, Mostly Sun-Cured Tobacco.

Richmond, Va., Jan. 3.

Sales of tobacco were resumed yesterday at the local warehouses, and as all the farmers had been notified by the Board of Trade, many were on hand with their product.

Richmond has sold to date 3,295,312 pounds, which is generally thought to be 40 per cent of the crop. If true, these figures will make this crop 8,238,280 pounds, which is still more than the average for the last six years.

About 90 per cent of the total sales are thought by tobacco men to have been sun cured tobacco. This class of the plant is steadily on the increase, both in point of amount raised and demand.

The annual loose tobacco sales on the Richmond market for the last six fiscal years beginning October 1, have been as follows: 1899, 6,322,933 pounds; 1900, 8,507,228 pounds; 1901, 6,564,269 pounds; 1902, 7,189,345 pounds; 1903, 9,241,718 pounds; 1904, 8,245,220 pounds. Average for the six years, 7,668,452 pounds.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nene" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

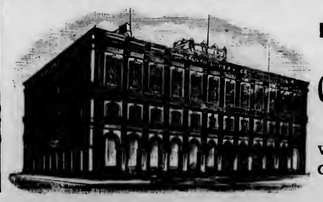
CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA
NEW YORK

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
RICHMUND H. SMITH
ENOS SMITH

H. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET, NEW YORK.
SA SCHOENER. CABLE ADDRESS "TACHUELA"

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Deckes. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

J. BERNHEIM & SON
HAVANA TOBACCO
108 MAIDEN LANE.
NEW YORK.
Correspondence Solicited. HAVANA, CUBA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBEL,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Importers of Sumatra Tobacco
Cable Address: "HIRE."
Joseph Hirsch & Son
A. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK.

TOBACCO NEWS OF THE WEEK IN GOTHAM

New York, Jan. 3, 1905.

Retail tobacconists and cigar dealers along Broadway and the main arteries of the thoroughfares of Greater New York assured me to-day that their sales on New Year's Eve broke the record for any one day in their experience, and the grade of cigars sold was generally higher than usual, a statement which proves that the best goods will have the best chance for ready sales in the future.

In New York there is but little call for 5 cent cigars, and this is said to be largely due to the fact that there is more treating to cigars when friends meet on Broadway, on Fifth avenue and along the Rialto than ever before.

It is considered better form to invite a friend to smoke than to drink, and naturally the average man does not treat his friend to a 5-cent cigar. Two for a quarter or three for a half seems to have been the average price paid for cigars this New Year's, and dealers have had to work overtime counting up their day's receipts for the past week—a by no means unpleasant tax upon them.

• • •

The shops were kept open New Year's Eve until the New Year was at least an hour old and the blare of the tin horn and the whirr of the creaky wooden rattle had subsided into silence. And during all this turmoil of seeing the old year out and the new year in, amid the noise of the horns, the sweet chimes of Trinity, Grace and other churches, and the ribald songs of roysterers on the prowl, there was being enacted a test of the endurance of a cigar, or rather of cigars, of different brands.

This latter interesting pastime and educational event occurred in the "den" of Robert J. Ferns' residence on Neptune avenue, New Rochelle, where a dozen New Yorkers had been invited to escape the din of the city during the passing of the old year.

Among them was "Billy" Proctor, at whose Pine street cafe it is the boast that only good cigars are kept.

Each guest was permitted to select a cigar from as many boxes of as many different brands, and at exactly 11 o'clock each man lighted his cigar and settled down to a calm, deliberate, thoughtful, silent, brooding smoke. The idea was to see how long, with one lighting, a cigar would last and yet burn out to the very tips.

Scarcely a remark was made until the ship's clock on the den mantel struck the midnight hour, and then each man solemnly raised his glass, bowed to his companions and said "A Happy and Prosperous New Year to You!" immediately relapsing into silence and the contemplation of his cigar.

One hour had passed and no man had permitted his cigar to go out, and no cigar was much more than half consumed. It was curious to watch the smokers. Some sought to prolong the life of his cigar by puffing long, slowly and infrequently, while another tried frequent short puffs. One man, Benjamin Hayes, whose father was the only high constable New York ever had, let his cigar go out while temporarily dozing, and he of course was voted out of the contest, so he lighted a fresh cigar and watched the other contestants.

The man who won out is named Clark, buyer for a Fifth avenue firm, but it is not my province to make mention of the name of the particular brand of the cigar he smoked. All I can tell you is that he smoked it incessantly for two hours and three minutes and then burned his lips. Five of the men smoked their cigars for an hour and a half and two for one hour and fifty-one minutes. My own experience is that the average cigar is smoked in twenty minutes, unless indeed it be an exceptionally good one.

Messrs. J. B. Cobb, A. H. Burroughs and Harold Roberts, who returned from a business trip to Europe a few days ago, were not to be found at their respective offices at No. 111 Fifth avenue within the past few days owing to the holidays, and it is doubted if they will have much to say about their experiences as yet, for excellent business reasons.

• • •

I am assured that Robert E. Lane, T. J. Donigan, W. W. St. John, F. B. Aschner, S. J. Freeman, D. Oshinsky, C. Blayney, I. W. Jacobson, M. Babaya, "Lou" W. Boyer and Charlie Fox, and the rest of the New York delegation, were so well impressed with the tobacco exhibit in the Quaker City last month that they are in favor of a similar but more extensive, elaborate and exhaustive exhibition in New York during the coming spring.

It is admitted that Madison Square Garden is too large and too expensive, but there are several other suitably situated and spacious halls which may be negotiated at rentals which need not necessarily prove prohibitive.

It is not unlikely that there will be a meeting of those interested at the Hotel Imperial early in February, when the subject of ways and means will be discussed and a temporary organization effected with, of course, Mr. Lane high up in the directorate.

There are admittedly many importers, manufacturers and dealers who were penny-wise and pound-foolish when the question of the Philadelphia exhibit was first mooted, and it is said slyly by the knowing ones that these dilatory gentlemen will not again let slip an opportunity to exploit their wares, but stand ready to avail themselves of the projected show in New York, should it assume tangible and material shape.

• • •

A petition in bankruptcy was filed on Friday against Maurice Kaim who did business as Maurice Kaim & Co., formerly cigar manufacturer at 1385 avenue A, by the Fidelity Bank, a creditor for $3,898 for money advanced on two notes of the Juan Muriel Cigar Co., of which Mr. Kaim was president, treasurer and manager. It is alleged that he is insolvent, that on December 5 he transferred property at 137 and 139 Wooster street to Charles Stich; that he has transferred part of his property to creditors, and has removed a part of his property.

The Wooster street property is a six-story loft building assessed for $80,000, and was transferred to Mr. Stich for a nominal consideration, subject to a mortgage of $20,000. Mr. Kaim has been in the cigar business for over twenty years, and was succeeded by the Juan Muriel Cigar Company, which was incorporated in July, 1903, with a capital stock of $40,000.

Judge Truax of the Supreme Court appointed a receiver for that company on December 8. Its liabilities were $20,550 and assessed $11,650.

• • •

While the new year does not record as many changes in leaf circles as has been the case in some previous years, there are a few announced. I. M. Jacoby, who has been identified with the I. J. Schoener Co., will resign and become connected with the firm of S. Ruppin, Inc. M. Bauml, heretofore a salesman, will take an interest in Mr. Schoener's business.

Julius Schack, Canadian representative of H. Duys & Co.; Howard Kinney, Western representative of the firm, and R. R. Uhler, Pennsylvania representative, have been in New York during the week planning a campaign for the coming year. Mr. Schack will return to Canada in about a week.

Herman Rosenberg, of the Colonial Tobacco Co., of Philadelphia, has opened an office in the U. S. Arcade building of this city, and will make a specialty of Sumatra tobacco. Frank Pulver, who has occupied suite 3 in this building, will move into room 9 in Mr. Rosenberg's quarters.

• • •

Since The Tobacco World opened its New York office at No. 7 Burling Slip, several warm friends of the paper have called in to say "Howdy," place advertising contracts for 1905 with John S. Grey and to give pointers for information to

EDWARD W. MAY.

JAMES W. GEYER'S STORE IN NEW YORK.

ONE of the most popular of the hundreds of retail cigar stores in New York city is "Geyer's," at 439 Tenth avenue, which is just above Thirty-fourth street. Mr. Geyer took hold of this store when it was by no means in prosperous condition. Energetic up-to-date methods soon brought the store up to standard and it acquired a wide reputation as a place at which to get right goods at right prices. Mr. Geyer has completely re-modeled and re-decorated the store until it is notable for its pleasing, business-like appearance. The Indian's head on the sign at the top is very striking and catches the eye at considerable distance.

Burling Slip has lost none of its old-time prestige, and, indeed, according to Darius Ferry, the well-known leaf tobacco broker of No. 7, it is gaining in popularity in the leaf trade. This may be evidenced by the fact that carpenters and decorators are busily engaged in fitting up No. 19 Burling Slip as offices for the newly-organized and incorporated firm of Heyman & Hollaender, brokers in imported and domestic cigar leaf tobacco. David Heyman and Maurice Hollaender are both well and favorably known to the trade, and for nearly a score of years were connected with S. Ashner.

For Genuine Sawed Cedar Cigar Boxes, go to Established 1880.
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION THERE IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

Cincinnati's Dull Leaf Trade.

Market Reports—The New Crop is Expected to be Larger than that of 1903.

Cincinnati, O., Jan. 2.

So far as the volume of transactions and the business of the commission leaf tobacco warehouses are concerned, the year 1904 will go down in the history of the local trade as the worst in many years. The tremendous upheaval which the combine gave the market last summer by going into the country and buying all tobacco they could lay their hands on inside of ten days is attributed as the cause.

The brilliant coup of the combine buyers wiped out more than $3,000,000 of this market's business as compared with figures for 1903.

The Louisville market also suffered in common with Cincinnati but to a far less extent, for the reason that this is a white burley market exclusively and the heavy purchases of the Continental (now the American Tobacco Co.) extended only to that class of tobacco.

The year opened with light stocks on hand, the total in all warehouses being less than 9,000 hhds. The market was fairly strong and active until about April 1, with prices all around about 1½ cents higher than closing prices of the preceding year. The long, cold, dry spring prevented the work of prizing and packing and definite information as to the size of the crop was not ascertainable until this work could be undertaken.

Then the entire trade—growers, jobbers and manufacturers—suddenly awoke to a realization of the fact that the crop was decidedly short, being variously estimated from 30 to 40 per cent. Evidently the Continental Co. was first in possession of accurate information in regard to the shortage. In a quiet way, least calculated to arouse suspicion, it first absorbed the greater part of the white burley offered in the Cincinnati and Louisville markets. All this time it was planting its agents in every town in the burley belt and at the word they started buying. Prices went up by leaps and bounds, the general advance being from 6 to 8 cents per pound.

Then the independent manufacturers, badly frightened, entered the field in a mad scramble, only to find that it had been swept clean by the combine. Planters and growers benefited very little by the boom market as the greater portion of the crop had passed into the hands of packers, jobbers and speculators. The failure of the planters to realize a share of the phenomenal advance in 1904 was the main incentive to the reorganization of the Burley Tobacco Growers' Association.

The new 1904 crop which is beginning to come on the market, it is believed will show an increase in quantity of about 30 per cent over 1903. The increase, however is not evenly divided, the greater portion being in the Central Kentucky belt. Close observers assert that the crop will be largely a red one, color and especially colory goods of decided merit being most scarce. Weather conditions so far have been unfavorable for prizing and packing.

There have been no auction seed leaf sales for the past two Saturdays here, the warehouses observing the holiday season.

BUHRMAN.

CLAIM DEALER SCHEMED TO PREFER CREDITORS.

The Shields & Wertheim Cigar Co. and the Louis Klein Cigar Co., of Cleveland, O., through their attorneys have filed an involuntary petition in bankruptcy against C. M. Van Pelt in the United States district court.

It is charged in the petition that Van Pelt transferred his cigar stand in the Baldwin hotel to Harry Bradbury, a creditor, with the intention of giving preference to Bradbury's claim.

It is also claimed in the petition that Van Pelt arranged so that other creditors could have preference.

—The Ward-Bowlin Cigar Co. is the name of a new corporation of Wheeling, W. Va., just formed with a capital of $10,000. The incorporators are W. A. Ward, of Ward & Co., brokers; L. D. Bowlin, J. H. Klieves, F. L. Miller and W. H. Breidenstein, well-known business men of that city. The company has opened offices in the City Bank building, and will do a general brokerage, wholesale and retail cigar and tobacco business.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Leaf Tobaccos
Main Office:
Lancaster, Pa.
Warehouses: Lancaster and Red Lion, Pa.
We make **Scrap** Filler **Ready for Use.**

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

JAY Y. KROUT, President and Genl. Manager. J. M. BUCKLEY, Editor. H. C. MCMANUS, Secretary and Treasurer.

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ADVERTISING RATES ON APPLICATION.
Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING CO., 224 Arch St., Philada.

PHILADELPHIA, JAN. 4, 1905.

ABOUT OURSELVES.

In pursuance of its earnest efforts to make this paper of the most possible importance to advertisers and readers, the Tobacco World Publishing Co. has taken offices at No. 7 Burling Slip, New York city, from which address a large measure of its business will henceforth be transacted. The news staff in that city has been adequately enlarged, and the New York department will be one of wide interest.

The advertising bureau of the five boroughs is in charge of Mr. John S. Grey who is a man of experience and resource in his particular field, and who will see that the interests of our advertisers in Greater New York are carefully conserved.

The list of firms, corporations, merchants, and business houses generally, who believe they can get good results by telling about their business in our columns has been increasing largely and steadily of late and it will continue to. The business man of today is wise in the placing of his advertising and the Tobacco World will benefit from that fact, for it knows it can give results.

When a man appropriates a certain sum from his business to be expended in advertising, he considers it as an investment, and unless, as a result of the manner of expenditure, it becomes a profitable investment, he must change that manner or henceforth use his money to some other purpose.

The Tobacco World's advertisers soon find out that their investment has been a judicious one. Our prosperity is dependent upon our making it a judicious one, and we welcome each new advertiser as one who is certain to receive as much if not more benefit than ourselves.

A 25-PER-CENT CUT IN THE PHILIPPINE TARIFF.

It seems fairly probable now that the most Secretary Taft will accomplish in the Philippine tariff matter will be a cut of 25 per cent on the present Dingley rate, which, as Mr. John R. Young, of the National Cigar Leaf Association, asserts, would not be likely to do much harm.

Whether the Secretary of War was most powerfully moved by the representations of Messrs. Bijur and Fox and their confreres at the recent conference, whether he has properly appreciated the force of the combined opposition, or whether he has simply discovered an error in his own premises, has not been officially stated, but belief is strong that the 50 per cent rate will be recommended to Congress, which is considered equivalent to its passing.

It was made certainly plain to the highest officials at Washington that the tobacco trade of the United States did not propose to put up with a knock-off of 50 per cent or less if any legitimate means or measures would prevent it, and when business interests of this magnitude set their foot down, there is occasion for more to follow than a mere sneeze.

Indeed the tobacco people have become very prominent in Washington lately in a number of affairs, and they are becoming used to conducting successful protests.

Naturally, free trade in tobacco with the Philippines would greatly delight the consumer who might get his cigars a dollar or two a hundred cheaper, and it would certainly please Americans who have money invested in Porto Rican factories. It might even cause a passing smile of interest on the face of the coolie laborer, provided he could understand it. But there are interests infinitely more important to be considered.

AMONG those discoverers such as Columbus, Franklin, Newton and the great host of others who won undying fame in their particular lines of achievement, must now be included one Dr. Kellogg of the Battle Creek sanitarium who, all by himself, has discovered the fact that tobacco and not a wild assassin's bullet killed President McKinley.

In an address before the Young Men's Christian Association of that city, Dr. Kellogg announced his startling discovery and by reference to General Grant and others, intimated that our line of Presidents shows a very unsuccessful struggle against the terrible cigar.

"And," declaimed Dr. Kellogg with terrible, upraised finger, after reading voluminous and exciting statistics, "instead of decreasing, the HABIT IS INCREASING."

We take the liberty of suggesting to Dr. Kellogg, whoever he may be, that if the use of tobacco can contribute to the making of such men as President McKinley and General Grant, then tobacco should be planted in every cornfield and a plug or two slipped into every Y. M. C. A. boy's little gymnasium locker.

THE PHILADELPHIA TOBACCO TRADE.

Report From Internal Revenue Office.

Collector of Internal Revenue McCoach has closed his books for 1904 and found the Internal Revenue office to be in good condition. The gross receipts of the office were $6,998,675.66, which is about $700,000 more than last year.

Beer stamps were the leading figure as usual, and the sales amounted to $2,800,668.50. Next in volume come cigars and cigarettes, with $1,910,820.15. Spirits, which is the internal revenue term for whiskey, realized $816,514.21, and snuff stamps were sold to the extent of $278,675.60. Tobacco brings up the rear with $80,237.57.

There are many small items besides the above which in the aggregate amount to a good round sum. Collector McCoach says that the figures for beer show little change from last year, but cigars increased to the extent of $50,000 and whiskey $40,000. Snuff increased $25,000, and the figures for the last few years seem to indicate that the old-fashioned habit is undergoing a revival.

Here and There With the Retailers

Prospects With the Retailers.

The week was a fair one in the retail trade although as was expected, the box end of the business didn't amount to anything. Most dealers were glad of a rest after the strenuous week before Christmas and were satisfied with the fair measure of patronage, which showed that the market was in a healthy condition.

There wont be a great deal doing in January as there never is, but so far from being duller than usual, Philadelphia dealers believe that the market will rule a little stronger than the average and will brisk up for the season sooner.

A number of dealers are contemplating rather elaborate window displays, but consider it advisable to wait a couple of weeks before casting this bait. Little money will be spent for tobacco until consumers get through paying the annual batch of their New Year's bills, and all the dealers can do is simply to wait.

It was a good sign this year, though, that when the market did belatedly spring into activity just before Christmas, the nature of the business was especially good. More high grade cigars in regular or standard packages were sold and less of the marked down variety such as hit the eye on a Christmas when money is tight. Dealers consider this a fair indication that the coming year's trade will be good and steady, and consequently aren't worrying over the brief period ahead of them during which the clerks wont be very busy.

B. Greenwald, Market street below Second, is pushing the Almeda 5 cent cigar, which is a winner for the money.

Wm. H. O. Keefe reports very fair business for the time of the year. There is quite a run at present on El Rio 5 cent cigar and Royal perfectos, at 4 for 25 cents or $6 a hundred.

George T. O'Keefe, South Fifth street dealer is making preparations for a handsome display to open up the New Year trade with. Considerable of the display will be taken up by Cuban Ribbon, Mr. O'Keefe's popular 5 cent cigar, while he will also show a number of high grade brands of Porto Rican goods.

The Moor, 4 for 55 cents and La Danza, 7 cents straight, are being pushed at the Moore cigar stores.

With Manufacturers and Jobbers.

The manufacturers are still busy with their inventories and their books, but so far as can be learned at this time there is no dissatisfaction. Business for awhile was not of the best locally, but it has been unusually good in the West, quite up to snuff in the South, and as much as was expected in New England. The latter part of the year, especially, has been marked by good sales and very few salesmen have any kick coming. The most cheerful predictions are made for the coming year to the fulfillment of which everything points.

Frank Comber, of the El Draco Manufacturing Co., sent a fine box of his new brand of Governor Higgins cigar to the New York executive last night, and by the looks of the cigars as they lay in their handsome package, Gov. Higgins will have some pleasant moments coming to him.

Bayuk Bros. are installed in their new building at No. 50 North Third street, the old Boltz, Clymer & Co. building, and by the last part of this week the improvements and alterations which are being made will be completed. The removal of the firm from Market street was made necessary by increasing business which made the old quarters much too small. The new building is comfortably spacious and will give more room to customers.

H. Hilbronner has started on a trip South for Gumpert Bros., in which territory he will remain for about two months.

The corporation of Morris D. Neumann & Co. has sold out its business to Morris D. Neumann and Joseph Guckenheimer, who will continue the business of Morris D. Neumann & Co. from this date, at the same address, Broad and Wallace streets.

The Berry-Suhling Co., of Bedford City, Va., commenced a vigorous campaign on the Philadelphia market this week, and will advance on the State later. The permanent local agents of the company are Arthur Hagen & Co., but the work this week was personally overseen by William R. Darrah, who is working up a run on the Staff of Life, Mason Co. Natural Leaf, Duke of Athol and Red Raven Scrap.

Phil Verplanck, the junior member of Menendez Bros. & Verplanck, Tampa, was in town during the week and was very enthusiastic over business. Mr. Verplanck, who has for years been known as one of the best salesmen on the road, said that his firm now had orders for a million and a half cigars, and that

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for
Choice Escojidas of
Remedios, Santa Clara
and Manicaragua,
Vuelta Abajo and Partido Factory Vegas
of Various Sized Lots

LOEB-NUNEZ HAVANA CO.
Packers of
Havana Tobacco
CONSULADO 142 and 144,
Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

Match It, if you Can----You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market,

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

1133 Ridge Avenue, Phila.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited.

Write for Particulars.

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.

OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

he considered prospects for the new year as very fine.

Samuel Sheppard, of S. Sheppard & Sons, jobbers at 1520 Market street, has been seriously ill for some days, but his condition is now thought to be better.

Robertson Issues New Year Circular.

F. B. Robertson, the local representative of the Manchester Cigar Mfg. Co., has issued an interesting circular from his jobbing headquarters at 1004 Ridge avenue calling attention to this depot for goods made outside the American Tobacco Co., and asking retailers to call and see the complete line of independent goods. Mr. Robertson says:

My attitude towards union-made and independent tobacco goods, as shown by my labors in their behalf the past year, is known. Again, my efforts in behalf of retail cigar and tobacco dealers, persecuted by the Sunday Closing Association, are also known. My labors in their behalf have extended over a number of years, and of course I have been criticised by certain people—the kind who think of self alone. The comments of these people have often been harsh, untrue and unfair, and retail cigar and tobacco dealers who do not know me are asked to look up my record as their strong and consistent friend, as well as a firm advocate of the use of union-made and independent goods. Any movement favoring the interests of the retail dealers is sure of my cordial support at all times. I will add in this connection that I have been engaged to lecture to trade unions the coming year upon the advisability of using union-made and independent smoking and chewing tobaccos, cigars, cigarettes, etc.

Leaf Dealers' Jottings.

The majority of the local leaf dealers have got their books sufficiently balanced for the year to tell them that there is no particular cause for feeling blue. The year was by no means a record breaker for prosperity, but many of the houses find themselves better off than they seemed to expect.

The first six months of the year were flat and there was a general depression which was hard to lose sight of when business braced up, which it did in June or thereabouts. Since that time most houses have experienced a volume of business which brought the year up to good average proportions.

Moreover, the outlook seems much better than it was last January and there is a stronger feeling of confidence which is evidenced by the fact that there is some demand already in the leaf market whereas the first two weeks in January are expectedly slow.

L. P. Kimmig, of L. P. Kimmig & Co., went to Connecticut this week to buy tobacco. This firm reports a good year, particularly the latter part of it, with a gratifying outlook. There is a good demand now for Pennsylvania broad leaf.

Geo. Burghard has balanced his books and is able to report a satisfactory year to come.

Albert Koshland, a well known leaf salesman, has become connected with F. Eckerson & Co., and will shortly go on the road for the firm.

E. A. Calves & Co. report good demand for this season and thinks that the year will have an early start. Frank Dominguez will remain in Cuba several weeks longer.

Young & Newman have settled up their books and are satisfied to report a year which showed progress. 1904 closed better with this firm than 1903, and the present year opens up better than 1904. There is a fair demand already which bids fair to continue.

B. Labe & Sons have had a good year and are preparing to do a big business during the coming one.

NEW CIGAR FACTORIES IN YORK.

Licenses Granted, While Deputies Get Inventories From Old Plants.

York, Pa., Jan. 2.

York county cigar manufacturers have closed a very satisfactory year, in fact surprisingly good, considering that for six months during the first of the year they had an exceptionally dull spell.

The past month was as good in the cigar trade as could be expected at that season of the year. All the factories were kept running full with holiday orders. During the month licenses were granted for the establishment of 31 new factories.

District Deputies have commenced to make a canvass of the 1,400 factories under their supervision to secure an inventory of all leaf tobacco (stemmed and unstemmed), cuttings, clippings, scraps, stems, waste, cigars, cigarettes and capacity of each and unattached stamps held and owned by the various cigar men and tobacco dealers.

The large plant of Celestino, Costello & Co., commenced operations today after a close down for one week, to allow for stock taking.

D. Frank Kaltreider, of Red Lion, has commenced the erection of a large new cigar factory, immediately back of his residence.

Collector H. L. Hershey has notified F. B. Glenn, cigar manufacturer, of Red Lion, whose factory was seized by the revenue authorities, that the case has been settled. He was charged with removing unstamped cigars from the factory. He reimbursed the government and paid all taxes.

John E. Olp, a cigar manufacturer at Jacobus, has been adjudged a bankrupt, and another meeting of his creditors has been called for January 17, at the office of J. E. Vandersloot, Referee in Bankruptcy in New York.

SPECIAL NOTICE

(12½ cents per 8-point measured line.)

FOR SALE—Established Retail Cigar and Tobacco Business doing a large trade; central location. retiring; investigate. Address Box 128, care of The Tobacco World, Phila. 10-26-tf

JOSEPH HOLLARD & SONS,

Makers of

Hollard's Premiers,
Franklin Club,
Luxury,

and NUMEROUS PRIVATE BRANDS.

Hollard's

Seal Cigar Factory,

2203 South Street, Philadelphia.

CHARLES BOLLSTATTER,

Manufacturer of

Fine Cigars

1433 Ridge Ave., (Both 'Phones) **PHILADELPHIA**

Correspondence solicited with large handlers. Write for Samples.

A. D. KILLHEFFER,

MILLERSVILLE,

Penna.

PATRICK GORDON—Territory given good distributors everywhere.

Manufacturer of

HIGH-GRADE CIGARS

Warranted Havana Filler---Free from Flavoring.

Some Excellent New Brands:

Five Cents:--**Lucky Drive,** 4 sizes; **Rexmond,** 6 sizes; **Havana Prize**

Ten Cents:--**Havana Dimes, Puro Mafois, Louis De Valois**

We employ no Salesmen. QUALITY is Everything, and that is what helps us to sell our goods direct to Jobbers and Dealers.

Communicate with the Factory. We Can Save You Money.

CHEERFUL NEWS FROM READING.

Splendid Outlook for the Trade in This Section.

Reading, Jan. 2, 1905.

With few exceptions, if any, the manufacturers of this section have had good reasons to enjoy a most happy New Year, for the reason that last year's business shows highly satisfactory results.

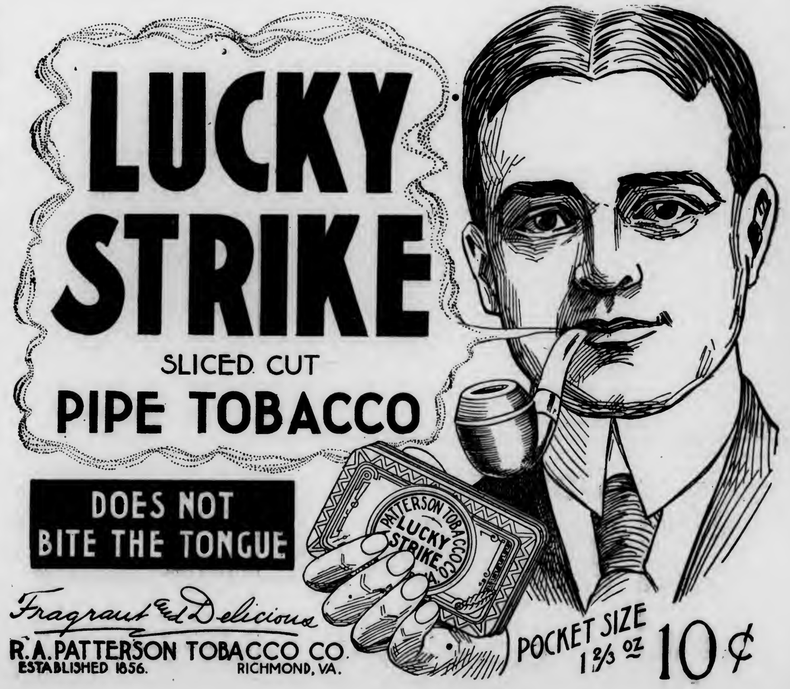
Julius G. Hausen has already commenced the new year with a most promising outlook. Regarding last year, he simply said, "I am well pleased."

Charles R. Albright, who some months ago removed to his present location at Ninth and Douglass streets, is doing very nicely. His All Bright cigar is gaining a wide reputation, and in addition he is doing a fine retail trade.

Frank P. Kalbach will engage in the cigar manufacturing business at 545 Windsor street this week, and will also conduct a retail store there. He will make the F. P. K. his leader in nickel world.

James Heist, on Oley street, has been working overtime to meet the demand for his Sentinel 5c leader, which has a good local trade.

John U. Fehr & Sons, leaf dealers, at Seventh and Franklin streets, had the largest business year since they have been in the leaf trade, and propose to show a larger and more complete stock than ever before during the coming year.



CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra

182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR

GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. **PITTSBURG, PA.**

PAN
Are You Still Watching?

G. H. SACHS,
Manufacturer of **FINE CIGARS**
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. ☞WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

LANCASTER LEAF MARKET DULL.

But Nothing Else Was Expected, and Prospects are Good.

Lancaster, Pa., Jan. 2.

During the past week there were few transactions in the local leaf market. This dullness was not unexpected, however, and the prospects for an early resumption of activity are excellent. In fact, inquiries were beginning to arrive to-day, and it is regarded as a favorable indication that stocks with manufacturers are low and will need early replenishing.

W. E. Deitrich, purporting to be a Philadelphia cigar dealer, was arrested last week at the instance of L. E. Ryder, who brought charges of receiving goods under false pretenses. He was bound over for court and sent to jail in default of bond. The defendant has been in negotiation with numerous people in this and York county, and it is claimed that some goods were obtained, and that it is altogether likely that additional charges will be brought.

John F. Hare, of the stogie manufacturing firm of John Slater & Co., is this week on a few days' pleasure trip to South Carolina. William Fisher, with the same firm, spent Monday in Philadelphia viewing the Mummers' parade. Business is opening auspiciously with this firm for the new year, with mail orders arriving on the first business day of the year for upwards of 100,000 of their product.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Jan. 3, 1905.

Havana—Jas. E. Ward & Co., 10 trunks cigarettes, 428 cases cigars, cigarettes, etc.; Havana Tobacco Co., 223 do.; Gillespie Bros., 18 barrels cigarettes.

Liverpool—American Tobacco Co., 14 cases tobacco, 60 bales do., 1 case cigarettes.

SUMATRA TOBACCO.

Str. Sloterdyk, arrived Dec. 28:
(266 bales; 5 cases; 1 box.)

Brown Bros. & Co.	86 bales
L. Friedman & Co.	43 "
United Cigar Manufacturers	42 "
E. Rosenwald & Bro.	32 "
H. Duys & Co.	25 "
G. Falk & Bro.	24 "
Leopold Loeb & Co.	9 "
J. H. Goetze & Co.	5 "
Herz Bros.	5 case
F. Richard	1 box

HAVANA TOBACCO.

Str. Mexico, arrived Dec. 28:
(1,938 bales; 154 bbls.; 50 pkgs.)

Jas. E. Ward & Co	589 bales
F. Miranda & Co	458 "
J. Bernheim & Son	274 "
E. P. Cordero	163 "
E. A. Kraussman	100 "
E. Ellinger	59 "
E. Pascual	50 "
Starlight Bros.	40 "
Selgas, Suarez & Co	37 "
Carl Vogt's Sons	36 "
Leonard Friedman & Co	25 "
A. Blumlein & Co	22 "
E. Rosenwald & Bro	16 "
Max Schwartz	13 "
A. Murphy & Co	11 "
Herz Bros	10 "
S. Rossin & Sons	10 bales
Louis Ash & Co	9 "
W. H. Stiner	6 "
Bondy & Lederer	6 "
J. S. Gans & Co	4 "
E. P. Cordero	81 bbls.
E. Regensburg & Sons	34 "
Jas. E. Ward & Co	20 "
F. Miranda & Co	9 "
S. Rossin & Sons	6 "
A. Blumlein & Co	4 "
American Cigar Co	50 pkgs.

Str. Monterey, arrived Jan. 2:
(444 bales; 14 bbls.)

J. Bernheim & Son	243 bales
E. M. Schwarz & Co	60 "
G. V. Watson & Co	56 "
M. S. Arrue & Co	50 "
B. Castellano & Co	35 "
I. Menendez	14 bbls.

HAVANA CIGARS

Str. Mexico, arrived Dec. 28:
(113 cases)

Park & Tilford	39 cases
G. S. Nicholas	17 "
Wm. H. Stiner & Son	12 "
National Cuba Co	10 "
W. R. Grace & Co	8 "
G. W. Sheldon & Co	8 "
Duncan & Moorhead	5 "
B. Wasserman	4 "
Order	4 "
M. D. T. Co	2 "
L. J. Spence	1 case
Garcia Pando & Co	1 "
A. H. Hillman Co	1 "
Strong & Trowbridge Co	1 "

PORTO RICAN TOBACCO.

Str. Caracas arrived Jan. 2:
219 bales.)

American Cigar Co	160 bales
G. W. Sheldon & Co	41 "
Sola & Co	18 "

PORTO RICAN CIGARS.

Str. Caracas, arrived Jan. 2:
(372 cases; 1 trunk.)

American Cigar Co	135 cases
A. W. I. T. Co	34 "
Durlach Bros	32 "
Rojas, Perez & Co	21 "
Sola & Co	18 "
Order	18 "
C. Mendez	14 "
West Indies Cigar Co	13 "
R. A. M. Solas & Co	13 "
A. S. Lascelles & Co	12 "
Cadiz Cigar Co	10 "
Cayey Caguas Tobacco Co	10 "
C. D. Stone & Co	7 "
G. W. Sheldon & Co	7 "
F. Bonilla & Co	6 "
Mateo Rucabado	5 "
DeFord & Co	5 "
S. Ferrer	5 "
Porto Rico Cigar Co	4 "
W. L. Brown	2 "
E. B. Goico	1 case
Cuban & Pan-Amer. Exp Co	1 trunk

TOBACCO TRADE IN HOPKINSVILLE.

Hopkinsville, Ky., Jan. 2.

This is the annual report of 1904: The beginning was all amuck, buyers saying the crop was so common and prices so low; no use for it even at low prices and planters begging for offers. Yet, in face of all this jingo, the crop has been sold and gone from the West, leaving smaller stocks for sale than for years—only 620 hhds., about half 1902 crop. The situation is much reversed now. Planters

Good to Keep Good Cigars Good

Your Jobber will give you a Certificate covering small quantities, and when you accumulate Certificates showing purchases of 6,000 CREMO EXPORT Cigars, you will be entitled to one of these handsome Humidors free. :: ::

Size, 30 in. long, 22 in. wide, 25 in. high. Weight, 60 lbs.

THE above illustration is an exact representation of the Humidor in which **Cremo Export** Cigars are packed and shipped by the manufacturer. This Humidor holds 6,000 **Cremo Export** Cigars in boxes containing 100 cigars each. It is metal lined, metal covered, with strong brass lock, and heavy brass drop handles and brass trimmings, with moistener pad in top of lid, ventilator in each end, and attractively decorated in imitation cedar wood.

Each humidor is shipped in a wood case to protect it from being scratched or damaged in transit.

The purpose of the Humidor is to protect the cigars from the deteriorating effects of changes in temperature, and to preserve them in the same good order and condition in which they leave the factory. This it does perfectly for any length of time in any climate on the globe, until the last box is used.

Cremo Export Cigars are made only in Londres, which means a straight cigar, being practically the same size from end to end. This shape is more generally smoked than any other, the world over, which fact is a pretty convincing proof that it is the most popular as well as the most desirable shape in which cigars can be made.

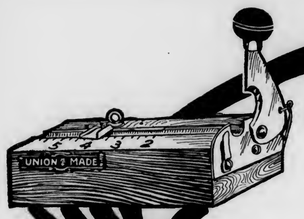
If you serve your customer with a **Cremo Export** Cigar out of a Humidor, you give him the best five-cent cigar in the world in the best condition to please him and hold his patronage; if he is pleased with one he will be pleased with every one.

Send your jobber an order for 6,000 **Cremo Export** Cigars, and he will have them shipped to you direct from the factory in the Humidor, freight paid, and billed as 5,500, at $35.00 per thousand.

The CREMO CIGAR is by several times THE LARGEST SELLER IN THE WORLD.

ASK YOURSELF WHY?

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.



The PERFECTLY CUT CIGAR

is cut with a

National Cigar Cutter.

It cuts but one way, every time and all the time—*perfect*.
Designed to take the place of all other Cigar Cutters—and it *does*.
Has all their good points, none of their bad faults, and many advantages. A spring that never gets weak, a handle that cannot come loose, a knife that sharpens itself.
Handsomely finished of only the best material hadable. Cannot bunt, chew or tuck burst. Impossible to get weak or out of order.

To *make cigars*, and make them quickly but well, without dulling or turning your Cigar Knives and cutting away the board, you must use a

National Cigar Board.

Doesn't warp or split, for it's glued and triple bolted. Entirely select Rock Maple Ends, first kiln dried, then thoroughly linseed oil soaked, to preserve and keep moist. The special process treatment produces a permanent marble-like finish. No closer or harder grained wood possible. No other as smooth or uniform in surface. Why not get them now? Prices are attractive—from 10 to 25 per cent lower than others. Write for them to-day.

N. B. We have a big line of Cigar Ribbons. Can match what you use. Come along with your samples and questions.

NATIONAL SELLING CO.
ALLENTOWN, PA

EXPORT STAMP ISSUED BY CUBAN MANUFACTURERS.

THE above is a reproduction in exact size of the export stamp, issue of which has been secured by the Union of Manufacturers of Cuba, and which is designed to offset the effect of the new inconspicuous import stamp just put in operation in the United States. The Cuban stamp is not the same color as the old United States import stamp which was red, but it is so large that it could not well be overlooked when pasted on the box. The Union of Manufacturers will take steps to see that its stamp is universally identified by the public, and this work will be directed by Rafael G. Marques, who is President of the Union.

only raised 60 per cent of a crop, and are organizing rapidly and placing values on their holdings, about double last year's prices, and are not disposed to sell freely even at prices agreed on. The remnant of 1902 and 1903 crops left on sale is selling very cheap as compared to prices for new crop.

Lugs—Common, 3¼ to 4c; Medium, 4 to 4½c; Good, 4½ to 5c. Very scarce.
Leaf—Common, 5 to 6c; Medium, 6 to 7½c; Good, 7½ to 9c; Fine, 9 to 12c.
Loose prices for New from planters: Lugs, 6 to 7c; Leaf, 8 to 15c.

MONTHLY REPORT—DEC.

	1904	1903
Receipts for month,	105	—
" year,	14,390	11,350
Sales for month,	506	189
" year,	14,080	10,000
Shipments for month,	744	260
" year,	16,415	11,010
Stocks on sale,	620	1,693
" sold,	722	742
Stocks on hand,	1,392	2,431

M. D. BOALES.

FIFTY PER CENT. OF DINGLEY RATE LIKELY.

Probable That War Department Will Recommend Twenty-five Per Cent. Cut on Philippine Tariff.

Washington, D. C., Dec. 30.

The Philippine proposition is still hanging fire and it is impossible to say definitely yet whether the conference between Secretary Taft and the delegation from the National Cigar Leaf Tobacco Association will have any effect one way or the other.

The committee which waited upon the Secretary was headed by A. Bijur, president, and Charles Fox, chairman, of the Legislative committee, and these gentlemen seemed disposed to feel hopeful.

It is probable that some sort of a compromise will be agreed to and it seems likely it will be 50 per cent of the Dingley rate as was intimated. Of course the only result of such a compromise would be a recommendation to Congress for the passage of such a bill instead of the 25 per cent bill which has been urged by the Insular Bureau of the War Department.

There is no doubt that Secretary Taft still favors free trade between the Philippines and the United States, but he has shown himself willing to investigate opposition and his consenting to 25 per cent of the Dingley showed that he was open to argument. It is understood that the trade interests would put up with less than 75 per cent of the Dingley rate, with a certain amount of cheerfulness if it became necessary, but will protest against the 25 per cent until the last horn.

An official of the National Cigar Leaf Tobacco Association said yesterday (Tuesday) that he believed that the trade would be satisfied with a rate that was not below 50 per cent of the Dingley rate and at this figure the cut would be only a 25 per cent one.

"KING DUKE" SMOKING TOBACCO IS A WINNER.

THE accompanying cut is a reproduction of a bag of King Duke smoking tobacco which is manufactured by the Lancaster Tobacco Works, at Lancaster, Pa. The brand is a new one and is issued in packages of 1⅗ oz., 3⅕ oz., and 8 and 16 oz. The tobacco has caught the market wherever it has been introduced, and has become especially popular in the Pennsylvania coal regions, where it is handled by practically every dealer.

BOOKS SHOW GOOD INCREASE.

Summing Up of Year's Trade in Wisconsin Shows Big Progress.

Milwaukee, Wis., Jan. 3.

Now that the old year has passed into history, and the various branches of the tobacco industry have looked at the books, it is understood that the past year has been a good one all around.

First, the crop while not as large as hoped for, was of good quality, and many cases of leaf will be found to be superior. This is what the leaf men have claimed right along, that the product of the Badger State while not as heavy as some of the others, has grown a quality of leaf that averages well with the best. The growers, however, are complaining, and the annual crop of rumors that there will be a short crop in 1905, are being spread broadcast.

As as a matter of fact, the farmers have been offered adequate pay for their crops, and have been satisfied until the past two years. The growing of sugar beets within the past few years, has disturbed the minds of the tillers of the soil and they have been promised great profit from their land should they forsake tobacco raising and plant their acres to beets. It is advanced that the cultivation of beets needs no attention whatever after the first pulling takes place, and all they have to do is to dig them up and sell them at so much per.

This plan has been attractive to many farmers in the past, who are now raising tobacco again. Several of the large beet sugar concerns, which were going to do wonders right from the jump, have passed into the great beyond, and the machinery is for sale to any who desires it. This has happened in Michigan and in two cities in this State. But, of course, there are factories which are prospering. There is no other crop which catches the farmer's eye, so until the beet sugar industry flourishes, there need be no fear of the tobacco crop in Winconsin being entirely neglected.

From sources which are generally reliable, it is promised that Wisconsin will again come to the front this year with a good crop of tobacco.

Next comes the manufacturer, who feels that the past year has been fairly satisfactory. The average tobacco and cigar manufacturer in this State, or the City of Milwaukee, at least, undoubtedly has made a profit. If he has not, his business methods have been poor. The demand has existed, and if he has had the goods, he has sold them. The average cigar manufacturer was satisfied with the leaf and fillers he purchased, and outside of a few tilts with labor, has operated regularly. Wages are the highest ever paid in this city, and the workmen seem to be content with what they are getting, so long as they are not laid off too much.

There were more pounds of smoking and chewing tobacco manufactured in Milwaukee last year than in any other year in the history of the corporation. More dollars were paid out than ever before. The aggregate sum paid to wholesalers and jobbers reaches far beyond any other year. So there must be satisfaction in this quarter.

The jobbing end of the business was also favorable. Most of the large concerns operating in this city are today employing more men in one capacity or another than ever before. This is explained by the fact that more help is needed. Business has grown right along, and new territory is taken in regularly, and as the demand increases, so must the facilities increase for handling larger business. There was not a time last year when good stocks were not carried; neither was there a time when the manufacturers fell down on advance orders. Everything seemed to work in harmony, and the jobber certainly figures he did exceedingly well last year.

The retail end of these letters from time to time has set forth how business is going along in this city. There are more stores in the city today, than there were a year ago, and some of the old ones are nearly double the size they were twelve months back. Stocks are larger and of higher grade goods than was the case a year ago, and it might be inferred that the average retailer is more prosperous. As a matter of fact some of the stores are conducting business in a different way than they did a few years ago. It formerly was the case that the proprietor hired the clerks and paid little attention to his customers. This is changed now, and most every dealer in the city takes particular pains to get acquainted with his trade.

Reports from the tobacco growing sections are to the effect that the recent rains saved the crop, as casing will now proceed. Heavy rains fell for three days, and to say it was welcome, expresses it mildly. Nearly if not all the crop hanging in the shed has been taken down and within the next week or two all the big tobacco warehouses will be running again.

Milwaukee now has more than 2,600 saloons, and nearly every one sells "cigars."

ANDERSON.

GEORGE W. McGUIGAN,
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day.
Prompt Shipments Guaranteed.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

Factories: 26 and 517
L. E. Ryder,
9th District Penna.
Manufacturer of
..CIGARS..
For the Jobbing Trade Exclusively
LANCASTER, PA.
The Best Goods for the Least Money.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

HENRY GOTTSELIG & BRO.
No. 828 St. Joseph Street,
LANCASTER, PA.

Manufacturers of
High Grade Union Made
Cigars
"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

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138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
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San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

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Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

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Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS.
MANUFACTURERS OF
LA CUBANA CIGAR FACTORY
No 463
High Grade Cigars.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION ABE
5¢ 5¢
MANUFACTURED BY A. B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
VAMPIRE

Acreage, Production and Value of Tobacco Crop in the United States for 1904.

Washington, D. C., January 2.

The following table showing the acreage, production and value, by States, of the tobacco crop of 1904 has been compiled by the Department of Agriculture in a regular annual report:

States	Acreage	Yield per acre	Production	Price per lb.	Total Farm Value
	Acres	Lbs.	Lbs.	Cents	Dollars
New Hampshire	119	1,610	191,590	15.0	28,738
Vermont	174	1,685	293,190	15.0	43,978
Massachusetts	4,444	1,690	7,510,360	18.6	1,396,927
Connecticut	12,705	1,685	21,407,925	22.6	4,838,191
New York	5,492	1,145	6,288,340	10.0	628,834
Pennsylvania	14,457	1,289	18,635,073	8.9	1,658,521
Maryland	32,067	621	19,913,607	6.5	1,294,384
Virginia	133,086	725	96,487,350	7.4	7,140,064
North Carolina	143,968	685	98,618,080	8.6	8,481,155
South Carolina	11,643	703	8,185,029	8.2	671,172
Georgia	1,868	650	1,214,200	20.6	250,125
Florida	4,434	815	3,613,710	31.5	1,138,319
Alabama	585	479	221,715	15.5	34,366
Mississippi	170	408	69,360	15.6	10,820
Louisiana	89	438	38,982	21.5	8,381
Texas	469	600	281,400	19.5	54,873
Arkansas	1,234	565	697,210	12.0	83,665
Tennessee	47,703	730	34,823,190	5.8	2,019,745
West Virginia	4,087	710	2,901,770	8.5	246,650
Kentucky	277,409	827	229,417,243	6.4	14,682,704
Ohio	59,827	849	50,793,123	8.0	4,063,450
Michigan	278	675	187,650	6.5	12,197
Indiana	6,244	691	4,314,604	8.5	366,741
Illinois	1,155	670	773,850	5.4	41,788
Wisconsin	40,931	1,282	52,473,542	7.8	4,092,936
Missouri	1,771	626	1,108,646	8.5	94,235
United States	806,409	819.0	660,460,739	8.1	53,382,959

PRICE AND CONDITION OF THE CROP FOR 1904.

Department of Agriculture Issues Detailed Report of the Yield for the Year, by Types, Which Shows That Binder and Filler Crops are Late in Being Stripped and Sold.

Washington, D. C., Jan. 2.

In the monthly Crop Reporter, the Department of Agriculture publishes the following detailed reports of the year's tobacco crops by types, showing the condition of the tobacco, the proportion of yield and average price in 1904. It is a noticeable feature of the crop that among the sections producing cigar tobacco, the great binder and filler crops of Wisconsin, Ohio and New York were still hanging on the poles on December 20, practically none having been stripped and very little sold.

New England and Pennsylvania had marketed but a small percentage of their crops. An exception is noted in the case of the southern district, which is composed of certain counties of Georgia and Florida, about 70 per cent of this important wrapper and filler crop having been sold and delivered.

In many of the districts producing chewing, smoking, snuff and export types, the percentage of the crop marketed up to December 20 is much smaller than usual. In the burley district, the dark districts of Kentucky, Tennessee and Virginia, and in Maryland and Eastern Ohio dry weather has greatly interfered with stripping and has delayed marketing the crop. In the remaining sections conditions have been more favorable, and a much larger percentage of the crop has been sold.

Following are the reports in detail:

Cigar Types.

1. New England.—Reports from this section indicate that the prices so far received for the fine crop of 1904 have been approximately 50 per cent higher than for similar grades last year. A weighted average of all returns shows a price of 21.6 cents per pound, in the bundle, unassorted. Prices for Havana seed range from 15 to 23 cents per pound; several sales of broad leaf reported at 30 to 33 cents. About three-fourths of the crop has been sold, but on account of dry weather not more than 15 per cent has been stripped and delivered. The cured leaf is of good color and weight, free from pole sweat, or other damage, and is far superior to the crop of 1903. Taken as a whole, the crop is considered one of the finest ever produced in New England.

2. New York.—In the Onondaga district the prices quoted range from 8½ to 12 cents per pound, in the bundle, the average being about 10 cents. Compared with prices received for similar grades in 1903, these prices are from 25 to 30 per cent higher. About half of the crop has been sold on contract, but practically none of it has been delivered, dry weather

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Adopted by the Leading Manufacturers.

Palm Rolling Essential to Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

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For Gentlemen of Good Taste

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5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

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LIMA, OHIO

having prevented stripping. The average quality of cured leaf is thought to be better than that of the 1903 crop, but this can not be ascertained with accuracy until tobacco is taken from the poles.

In the Big Flats district prices quoted range from 9 to 11 cents per pound, being 20 to 25 per cent higher than prices received for similar grades in 1903. On account of dry, cold weather very little tobacco has been taken from the poles, but the average quality is thought to be superior to that of 1903 crop.

3. Pennsylvania.—The weighted average of 8.9 cents per pound for the tobacco crop of this section is based upon the contract prices at which about 75 per cent of the crop has been sold. On account of dry weather, it has been impossible to strip and assort the tobacco, hence not more than 10 per cent has been delivered. Prices so far have been 25 to 30 per cent higher than were received for similar grades last year. Average quality of cured leaf is thought to be somewhat better than that of 1903 crop. There was less damage during the process of curing and practically no injury by insects. The above estimates do not include hail cut and frosted tobacco, very little of which has been sold. Prices so far quoted for such crops vary from 8 cents to as low as 3 or 4 cents per pound, depending upon the extent of damage.

4. Ohio—Miami Valley.—About 70 per cent of the crop of seed leaf and Little Dutch produced in this section is reported to have been sold on contract, at prices ranging from 6 to 9 cents per pound, the weighted average of all returns being 7½ cents. No price for Zimmer Spanish has yet been established as practically none of this variety has been sold. On account of dry weather it has been impossible to strip tobacco, consequently none of the new crop has been delivered up to December 20. Compared with prices received for similar grades in 1903, the prices so far realized for the new crop are from 15 to 20 per cent higher. Quality of the cured leaf cannot be accurately estimated at this time; but the prevailing opinion indicates that the 1904 crop is a very satisfactory one, and considerably better than that of last year. Damage from prolonged drying, from pole-rot in overcrowded sheds and from a small percentage of fat-stem in crops cut late, is reported in some cases, but the injury from these causes is thought to be slight.

5. Wisconsin.—On account of the lack of sufficient moisture to produce a stripping season, practically the entire crop is still hanging on the poles. It is therefore impossible to estimate accurately the quality and to determine the average price that will be realized. The price given, 7.8 cents per pound, is based upon the reports of sales which have been made on contract, but not yet delivered. In some parts of the district, from 50 to 75 per cent of the crop has been sold on contract. Quality of cured leaf is considered better than that of 1903 crop.

6. Georgia and Florida.—Practically the entire crop of Cuban sun-grown tobacco produced in this important district is reported sold. Prices received for this type average 15 cents per pound, in the bundle, for the unfermented leaf. Only about 40 per cent of the shade-

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Goods Sold in Any Quantity.

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Warehouses: Hamilton, Ohio, and Franklin, Ohio.

L. A. PEARSON,
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ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

grown Sumatra crop has been sold, prices ranging from 25 to 40 cents per pound, in the bundle, for the unfermented leaf. The average price for this type is estimated at 30 cents per pound. Owing to the prolonged drought in the early part of the growing season, the shade-grown crop is inferior in quality to that produced last year, and a comparatively short yield of high grade tobacco may be expected.

CHEWING, SMOKING, SNUFF AND EXPORT TYPES.

1. Burley District.

Reports from growers and dealers throughout the counties of Kentucky, Ohio, Indiana and West Virginia, producing burley tobacco, indicate that not more than 3 per cent of the 1904 crop has been sold. Severe and prolonged drought throughout the entire district prevented growers from stripping and preparing tobacco for market as early as usual. As the weather continued cold and dry, only a few hogsheads of the new crop had been received up to December 20, on the Louisville and Cincinnati markets, to which the bulk of the burley crop is sent. A few crops are reported to have been sold at the time of cutting. Prices received so far indicate an average of 9.1 cents per pound, and compared with prices received for similar grades at this time last year, are from 25 to 30 per cent higher. Quality of the cured leaf is thought to be somewhat better than that of 1903 crop, but this can not be satisfactorily estimated until the tobacco is stripped.

2. Dark Districts—Kentucky and Tennessee.

Paducah District.—The average price of 4.8 cents per pound is based upon reports from this district, which indicate that while only about 5 per cent of the 1904 crop had been delivered up to December 20, a very much larger percentage had been sold on contract. Compared with prices received for similar grades at this time last year, the prices quoted are said to be 25 per cent higher. On account of continued dry weather very little tobacco has been stripped. The average quality of cured leaf is considerably better than that of 1903 crop, being of better texture and body, and the leaf is larger and heavier. The new crop is said to be particularly desirable for export trade.

Stemming District.—On account of dry weather, practically none of the crop of this district has been stripped or sold. It is therefore impossible to estimate accurately the average price that may be realized or the quality of the cured leaf. Reports indicate, however, that prices considerably higher than those received for similar grades at this time last year are being offered.

Upper Green River District.

In most of the counties included in this district dry weather has prevented stripping and has delayed marketing. In the southern portion of the district, however, a considerable portion of the crop has been sold and delivered, or sold on contract for future delivery. The average price, as indicated by these sales, is estimated at 4.8 cents per pound. Compared with prices received for similar grades at this time last year, the prices so far realized for the 1904 crop are about 20 per cent higher. The average quality of the cured leaf is superior to 1903 crop, the early plantings having produced some very fine tobacco. There is a marked tendency to plant Burley tobacco instead of the dark types heretofore grown in this district, and where suitable soil was to be found a larger acreage than usual was planted to this type in 1904.

Upper Cumberland District.

On the basis of sales made an average price of 4.7 cents per pound is indicated as a farm price of the crop of this district on December 1. Prices so far received are 25 per cent higher than for similar grades in 1903. About 20 per cent of the crop had been marketed up to December 20. Quality of the cured leaf is superior to that of 1903 both in color and body.

Clarksville and Hopkinsville District.

Prices received so far have been from 25 to 30 per cent higher than those received for similar grades at this time last year. On account of dry weather not more than 7 per cent of the crop had been marketed up to December 20. The average quality of the cured leaf is thought to be superior to that of the 1903 crop. It is of a darker color and has more body, thus making it much better for many purposes, though not so suitable for the French market. Prices so far will average close to 6 cents, though some tobacco has been sold below this price.

It is generally conceded that the quality of this crop is better than that of 1903 crop, and as the yield in pounds will be probably 25 to 30 per cent less, prices bid fair to continue good. In many counties of this district tobacco is being held by the farmers for better prices. They are selling more freely in this county, however, probably 2,000,000 pounds or more having been sold up to December 20.

3. Virginia Sun-Cured District.

About one-third of the 1904 crop of sun cured tobacco is estimated to have been sold up to December 20. The cured leaf is said to be sweeter and of better flavor than the 1903 crop, but somewhat thinner and lacking in body and gum. It is, however, of good rich color and well suited to domestic manufacturing purposes. The average price up to December 1 was about 7½ cents per pound, but since that date a considerable decline is noted. In explanation of this fact, the following statement is made by a prominent dealer in this type: The demand for sun-cured tobacco has increased so much that in many of the counties south of the James River growers have endeavored to sun-cure and air-cure their crops with the result that a great quantity of the so-called sun-cured tobacco is appearing on the "breaks." In consequence the price of the real sun-cured tobacco has been unfavorably affected. The point is emphasized that this type of tobacco can be successfully produced only in the counties lying north of James River and near tide water, which have been included in the sun-cured district, viz: Caroline, Hanover, Henrico, King William, Spottsylvania, Fluvanua, Louisa, and Goochland.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
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Located on Line of Millersville Trolley.

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Wholesalers and Retailers of
Leaf Tobacco
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Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
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Wholesale and Retail Dealers in All Grades of
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Manufacturers of **Fine Cigars**
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Capacity, 75,000 per day. Established 1876.

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Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
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Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 5c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

4. Dark District of Virginia.

On account of unfavorable weather for stripping the tobacco not more than 15 per cent of the crop of this district had been marketed up to December 20. The average farm price on December 1, as indicated by sales reported up to this time, is estimated at 6.1 cents per pound. Prices so far received have been about 20 per cent higher than for similar grades at the corresponding time last year. The quality of the cured leaf though more useful and valuable than 1903 crop, is not as good as usual in this district. On account of severe drought in the late summer and early fall the plants could not be cured as successfully as usual. The leaf is of very satisfactory size, body and texture, but with the exception of certain grades, is deficient in color.

5. Bright Yellow District.

Old Bright Belt, Virginia.—It is estimated that about 35 per cent of the crop in this district had been marketed up to December 20. On the basis of sales reported, the average farm price on December 1 is estimated at 8.6 cents per pound. Prices so far received are from 20 to 25 per cent higher than for similar grades in 1903. In average quality the cured leaf is somewhat inferior to that of 1903 crop. It contains a smaller proportion ot wrappers and common tobacco, the medium grades largely predominating. The crop is deficient in body and color, but is thoroughly ripe and sweet.

Old Bright Belt, North Carolina.—The top prices reported from some of the markets in this part of the old belt are 2 to 3 cents higher than those quoted in the Virginia counties, but a weighted average will not exceed that given for the entire district. About 45 per cent of the crop of this district has been marketed up to December 20. Prices received so far have been about 25 to 30 per cent higher than for similar grades at the same time last year. The bulk of the 1904 crop consists of medium grades, there being a smaller proportion of real fine and real common tobaccos than last year. There are more smokers and cutters, but not as many wrappers as in 1903 crop.

New Belt, North Carolina —Prices quoted on the several markets in the counties of eastern North Carolina range from 7 to 10 cents per pound, a weighted average for the section being 8.5 cents. The prices received for the various grades are from 30 to 40 per cent higher than for similar grades at the same time last year. It is estimated that at least 65 per cent of the crop has been marketed up to December 20. Compared with the 1903 crop, the medium and fine grades are of rather better quality, but common grades are inferior.

New Belt, South Carolina.—About 90 per cent of the crop in this section had been marketed up to December 20, the estimated average price for the State being 8.2 cents per pound. Prices quoted on the several markets are from 50 to 75 per cent higher than those received for similar grades in 1903. Reports from counties in the eastern portion of this district indicate that the quality of the cured leaf is considered better than the 1903 crop; but taking the district as a whole, the prevailing opinion is that the crop is slightly inferior to that of last year.

6. Maryland and Eastern Ohio—Export.

On account of dry weather only about 9 per cent of the crop had been marketed up to December 20. Prices received for the few crops sold indicate an average farm price on December 1 of 6.4 cents for the district. In the Eastern Ohio counties producing tobacco of this type prices range from 5 to 6 cents per pound, or about the same as in 1903; but the quality is somewhat better this year.

7. Louisiana.

Perique.—As compared with the crops of 1903 produced in this district, no marked deviation either as to average price or quality of cured leaf is noted.

As an additional guide to a clear understanding of the condition of the crop, the following table shows, by types, the average farm price on December 1 in cents per pound and the estimated percentage of the tobacco crop of 1904 which had been marketed up to Dec. 20:

Types.	Average Price per lb. Cents.	Marketed to Dec. 20 Per Ct.
I. Cigar Types.		
New England	21.6	15
New York	10.0	0
Pennsylvania	8.9	10
Ohio—Miami Valley	7.5	0
Wisconsin	7.8	0
Georgia and Florida	28.8	70
II. Chewing, Smoking, Snuff & Export Types.		
Burley District	9.1	3
Dark Districts—Kentucky and Tennessee:		
Paducah, or Western Dist.	4.8	5
Stemming District	4.1	0
Upper Green River Dist.	4.8	15
Upper Cumberland Dist.	4.7	20
Clarksville & Hopkinsville	5 8	7
Virginia Sun Cured	7.4	35
Virginia Dark	6.1	15
Bright Yellow:		
Old Belt—Va. & N. C.	8.6	40
New Belt—E. N.C. & S.C.	8.4	84
Maryland & E. Ohio Export	6.4	9
Perique—Louisiana	21.5	50

—Preparations are being made to remove the Henderson Tobacco Extract Works from Henderson, Ky., to Clarksville, Tenn. G. F. Gloystein is general manager.

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La Adelphia Cigar Factory
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Havana and Seed Cigars

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TERRE HILL, PA.

We Sell to Jobbing Trade only

OLD HICKORY

VIRGINIA DARE 5¢ WAXHAW

JACKSON THE GREAT

10¢

Leaf Tobacco Markets.

CONNECTICUT VALLEY

The Crafts Brothers finished stripping in October and did not deliver it to the assorting shop until about December 21, and as it laid in one tier of bundles high until the first of December before it was piled up, they probably lost 500 lbs by having the tobacco dry off, and their bank account is smaller by $80. In my estimation, the men who bought the crop hurried them in the taking down, as they wanted the tobacco for their shop. Had this tobacco been piled up one month earlier, covered well top and ends with corn stalks and weighted down a little, the crop would have weighed about 9 tons to the 10 acres.

Our correspondents write:

East Whately, Mass.: "I have to report the sale of one crop of tobacco or part of the crop, the balance, 6 acres, still hanging, 10 acres assorted and packed, raised by Lyman A. Crafts. for 21c, to J. Kieley, of Hatfield, for Lichstenstene & Co.

Conway, Mass., Dec. 19: "Everything in the tobacco line is very dull here; no damp, no buyers. So that all we have to do is to wait patiently. I hope the growers will keep a stiff upper lip and have their tobacco assorted and not give their tobacco away when it is as good a crop as it is this year."

Conway, Mass., Dec. 26.: "C. F. Allis and A. G. Patterson sold at 13c, W. R. Batchelder and A. R. Cranson at 14c in bundle, about 8 acres in all. Very little tobacco has been taken down here, Dec. 22, 23, as it did not get damp."—American Cultivator.

EDGERTON, WIS.

The holiday week seldom brings much news in tobacco circles and the present season is no exception to the rule. Conditions have been improved amazingly by casing weather of sufficient duration to put the hanging tobacco into suitable case for removing from the sheds and the delayed work of stripping can now go forward. It is believed the greater portion of the crop has been taken down and busy times are now predicted throughout the tobacco sections of the State. Old leaf continues to be moved out of first hands though the late storms have curtailed riding somewhat during the week. The demand for low grade goods remains strong and dealers are enjoying a liberal trade from an export quarter as well as from the stogy manufacturers. An occasional lot of binder goods finds a more remunerative market, but the bulk of transactions are among cheaper lines. W. T. Pomeroy & Co. report the sale of a 100cs lot and our Janesville correspondent tells of a liberal movement in tha market.

Shipments, 200cs.—Reporter.

DANVILLE BREAKS RECORD.

Tobacco Sales in December Much More than Same Month Last Year.

Danville, Va., Dec. 31.

The sales recorded in this market, the largest in the world, during December, were enormous and a week ago had already shown an increase of more than 2,000,000 pounds over sales in December, 1903. The farmers also received nearly $200,000 more this month than during the same period last year.

The report of E. G. Moseley, president of the Tobacco Association, is very gratifying to the local trade and shows much increase in the whole year. The following figures are included in the report:

Total amount sold in December, 1904, 5,148,186 pounds, for $435,364.72; sales for December, 1903, 3,360,246, for $252,034.59; increase for December, 1904, 1,787,940, for $183,330.13. Sales for four months in 1904, 14,477,807, for $1,221,481.99; sales for four months in 1903, 11,102,216, for $730,577.18; increase for 1904, 3,375,591, for $499,904.81.

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778,211 Band; George Arents, Jr., assignor to American Cigar Co., New York City.

778,212 Band; George Arents, Jr., assignor to American Cigar Co., New York City.

778,444 Electric cigar lighter; Wm. P. Carstarphen, Jr., Denver, Colo.

778,362 Tobacco stemming and booking machine; Parrick J. Hart, Mendota, Illinois.

778,373 Apparatus for preparing cigarette mouth pieces; Joseph and L. Przedecki, Breslau, Germany.

778,274 Cigarette; Joseph and L. Przedecki, Breslau, Germany.

778,817 Tobacco pipe; Harry Willis, Des Moines, Ia.

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Sample Sections submitted for your approval Free of Cost.

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Made in Six Sizes. Go to the Trade at $35 per 1000.

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All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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WISCONSIN & OHIO
Florida and Imported Sumatra and Havana
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KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous **"SMOKE-IT"** Cheroots are selling faster than ever before.
Philadelphia.

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Bloomington—John Thennes, chattel mtge., $1,310.

Indiana

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Kentucky

Louisville—Axton-Fisher Tobacco Co., incorporated, capital, $64,000—Wolf & Langbeck, cigar manufacturers, publish dissolution notice.

Michigan

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Grand Rapids—Chas. Reichert, wholesale leaf tobacco Co., trust chtl. mtge., $1, etc.

New York

Yonkers—M. A. Bleich, cigars and tobacco, bill of sale, $250.

Ohio

Findlay—H. Johnson, cigars, etc., deed, $4,000.

Toledo—Henry Peiter, cigar manufacturer, deed, $1,600.

Pennsylvania

Philadelphia—Doddy, Jourdan & Co., cigar manufacturers, adjudged bankrupts.

Scranton—Garney, Brown & Co., cigar manufacturers, deeds, R. E., $6,000.

Vermont

Burlington—S. J. Ploof & Co., jobber of cigars, sold out.

Washington

Seattle—R. R. Young, cigars and tobacco, chtl. mtge., $300.

Tacoma—Pellegrine & Co., cigars, etc., succeeded by Finazzi & Co.

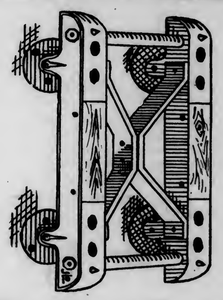
Wisconsin

Ashland—C. A. Driese, cigar manufacturer, dead.

Janesville—M. H. Knox, cigars, warranty deed, $2,200.

Madison—Wisconsin Cigar Co., manufacturers and wholesale dealers, increased capital to $25,000.

Superior—Henry Puls, cigar manufacturer, chtl. mtge., $1,400.



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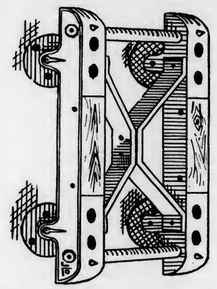

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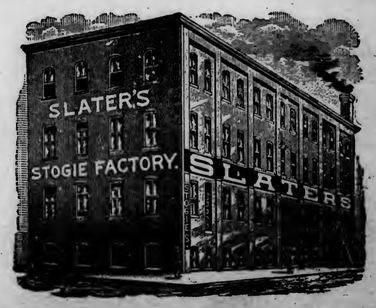

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Quantity and Value of Imports of Foreign and Chinese Tobacco at Hangchau, China, in 1901, 1902 and 1903.

Kind.	1901. Quantity.	1901. Value.	1902 Quantity.	1902 Value.	1903. Quantity.	1903. Value.
Foreign	Pounds.		Pounds.		Pounds.	
Stalk	30,667	$302	26,000	$398		
Prepared	4 400	393				
Cigars & Cigarettes		10,523		10,991		10,310
Total		11,218		11,389		10,310
Chinese						
Leaf	1,560,606	98,388	766,000	48,255	426,534	21,275
Prepared	2,076,667	185,340	2,015,467	179,853	1,979,408	252,811
Stalk	484,800	4,972	472.667	5,183	472,267	5,075
Total	4,122,073	288,700	3,254,134	233,291	2,878,299	279,161

"These figures, of course, cover only the trade of this port and the country tributary to it. It must also be remembered in this connection that the differences between the customs and likin systems offer opportunities for deductions which are not really warranted. However, it is probable that one or two facts may be taken from the figures for these years as pretty thoroughly established. The decrease in the total weight of tobacco brought to this port from other portions of the empire, while the value of the amount thus brought in remains about the same, indicates a decided bettering in the quality of the Chinese tobacco purchased. The average price of the gross amount imported in 1901 was a fraction over 7 cents per pound; in 1902 it was 7.1 cents per pound, and the average price in 1903 was 9.7 cents per pound. The fact that the amount of stalk tobacco bought in the three years remains about the same, and at about the same price, may reasonably be taken as indicating the decided change in the tobacco trade.

"It will be noticed that the figures on the importation of foreign tobacco do not promise much for American tobacco interests. This, however, is not to be taken as indicating too much. The importation of foreign stalk and prepared tobacco has ceased altogether. Generally speaking, the figures and other facts indicate that the Chinese are commencing to improve their grades of tobacco and their methods of handling it. The cigarette factory at Shanghai, now owned very largely by Americans, has much to do with the change. This enterprise is likely to have large influence on the tobacco business in China. At present it is using American tobacco to a great extent, but expert American tobacco men are here with the purpose of adapting Chinese tobacco to its use by treatment of the leaf to remove some of the rank qualities. The change which is likely to come in a short time will be important. The concern which controls the foreign tobacco trade in China (the British-American Tobacco Company) last year imported about $4,000,000 Mexican (about $1,850,000 gold) worth of tobacco and tobacco goods. Some of this came from Japan, probably about $100,000 worth gold, but most of it came from the United States. Now that the Japanese Government has taken over the tobacco business in Japan as a monopoly, the importation from that country into China for the time being has practically stopped.

"The supplanting of the American product by native tobacco, therefore, will cut into the trade of the United States more than it will into that of any other nation. The immense increase in the use of the better grades of tobacco in China, however, is likely to relieve the situation to a great extent. Possibly this increase and the increased buying power of the Chinese generally will result in a considerable increase in the use of American goods in spite of the proportionate loss. The importation of cigars and high grade tobaccos from the Philippines into the parts of China frequented by foreigners is satisfactory in volume and constantly increasing. It can be further increased by reasonable effort. When once the Chinese are able to buy

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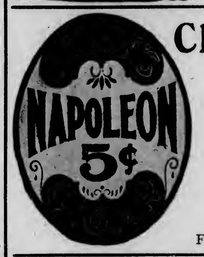

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Packers and Dealers in Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

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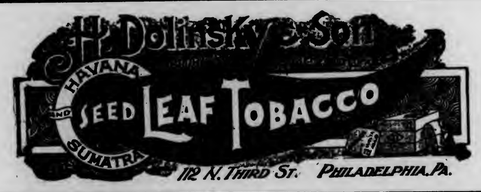

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AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana

21st N. THIRD ST., PHILADELPHIA *Packers of Seed Leaf.* Y&N

The Old Salesman's Musings.

IF YOU'VE GOT A STORE, TEND IT.

I know at least three stores that were sold for almost nothing last month, because the proprietors did not personally look after them. They were good locations and had always had the reputation of being prosperous stands. In each case the sums paid were surprisingly small.

Last month wasn't an exception, either. There are such cases every month in the year, and will continue to be as long as a man thinks he can add to his income by simply buying a cigar store and allowing a few clerks to run it.

This is what these men did, and they're sick enough over it, now.

To an outsider, a cigar store looks like a gilt edged proposition anyway you take it. Like the saloon keeper, the usual piker thinks that the only requisite is a little money at the start off, and the ability to count the bunches of it that come in afterward.

Oh, foolish!

The man who gets rich out of a retail cigar business deserves every dollar he's got in bank. The big ones are playing them closer every year, now, and it takes a genius to keep his balance swelling.

Every once in a while you hear of a ball player, a prize fighter or some other gent in the kindly public eye buying a cigar store and settling down. It usually isn't long before he's settling up, unless he's got a partner who is really a business man, and then it isn't the ball player's business at all. A lot of callow youths buy their Sweet Caporals at this store for the sake of getting an occasional word from the fielder or pitcher, but that's all the extra trade that comes in on the deal.

But about these three stores that were sold. The circumstances were similar in all three cases. The men who owned the stores were engaged in some other business and weren't able to get around very often. They hired an experienced manager and left all the details to him. Well, during the last few months of the year, the retail business has not been on the boom, exactly, and receipts grew less and less. The other businesses demanded more and more time and attention, and it got so that not one of these three men, really knew what was going on in his store.

At last they were running at a loss, and managed to dig up a buyer somewhere, mighty glad to get the white elephants off their hands.

But the manager game is all right, you say. Lots of stores are being run that way. Perhaps so. But if you'll check up a little, you'll discover that quite a number of these managers have an interest in the business, or else they're plugging the game along for what they expect to get out of it later. How many cases can you think of right now, of managers who finally opened stores of their own, and took their trade along with them?

What protection has the proprietor who doesn't clerk, against that? If the manager by hard work builds up a personal trade, he feels that he has a right to keep it, when he secures an opportunity to better himself.

But, suppose he hasn't any interest in the firm, has no hope of getting a business of his own, and his sole interest is in seeing that he gets his salary every Saturday. This salary is in very few cases enormous, and the manager simply bosses his clerk and floats along.

Why, I know of one such case right here in Philadelphia. One of these managers was making enough out of his job to dress fairly well, and occasionally buy a chorus girl a meal. The proprietor was out of town a good deal and sometimes didn't get around for two or three weeks at a time. The manager was a wife's nephew or some such thing.

After a while the manager began to buy the chorus girl two meals and soon had to knock down a little to do it. Then he found it hard to get down in the mornings at all early. The clerks were a wise lot and he had to fire two because they developed a tendency to shoot off their mouths whenever he had occasion to call them down.

He hired a couple of new clerks, and as the store was not in the real proprietor's name, started by allowing them to believe that he, himself, owned the establishment. It was a good game while it lasted. The boss was in Europe for a month, but he finally came back, as all things will

He stopped in his store one morning about 10 o'clock. The clerks were strange, but he didn't wonder much about it. The manager wasn't in. The proprietor asked for a ten cent cigar. He is a man who spends less money on his clothes than anything else about him, and he was on his way to get shaved.

One of the clerk, said "Yes sir, in a minute," and continued an account of his experience with a girl he picked up the night before. The proprietor drummed on the counter for a minute and then said sharply:

"Where's Mr.——?"

"Oh, he never gets down this early," was the answer. "What do you want to see him about!"

"That doesn't concern you, young man," responded the proprietor who was beginning to get a little hot.

"Well, cheer up old sport; the worst is yet to come," said the clerk, merrily, and with considerable more truth than he suspected. "I'll give you a straight tip, though, if you're a collector you'd better chase yourself around the block till this afternoon. The boss always starts the day with a fierce grouch."

By this time a number of sentences appropriate to the occasion were seething around in the outraged proprietor's brain but he was spared a selection by the arrival of his manager. That gentleman's eyes resembled nothing so much as the marks made by a cigarette when laid carelessly on a blanket and he was accompanied by an overpowering odor of peppermint, calamus, sen-sen and brown taste.

His overworked nerves gave a sickening leap when he saw the customer, and in his agitation he tipped his hat, said "why" twice, "you" once, and then "why" again.

The proprietor contented himself by merely remarking: "Ya a-s!" and, to cut a painful episode short, the two clerks went—quick, and the manager lasted until Saturday night. The man tended shop himself with the aid of one clerk for two weeks, and although firmly convinced that he had what could soon be made a paying proposition, was compelled to sell out because he hadn't the time to give to it, and was afraid to risk any more managers.

And you can use your own judgment in copping out the moral.

THE OLD SALESMAN.

La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS

10c.—UNCLE JOSS—5c.

York Nick---5c.---Best Known

Two Cracker Jacks—Two for 5c.

Oak Mountain Bouquet---Boston Beauties

Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.

Capacity, 25,000 per Day. Telegraph—York, Pa.

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,

Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar.

Southeast Corner Second and Market Streets,

Camden, N. J.

THE REALM OF THE RETAILERS

CIGAR MACHINES BENEFIT THE DEALER.

WHAT a tremendous difference a slot machine makes to a store that has regular customers and does not have to depend largely upon transient trade. As a well known Philadelphia manufacturer declared in a recent article in the Tobacco World, there was a very noticeable difference in the size of orders which retailers gave the factories immediately after all the slot machines were forced out hy the authorities.

There is probably no man on earth who has not the instinct of gambling in some degree at least, and as the cigar machine presents an opportunity of gratifying it in the most harmless way, hundreds of men take a chance in this way who would not think of throwing dice. There are plenty of towns where slot machines are permitted or overlooked now, and they are operated in a quiet way in certain Philadelphia stores. Wherever they appear the dealer will tell you that they have made a difference in his sales. If they hadn't he wouldn't have them in, particularly in Philadelphia where he has to take a chance.

The machine which seems to be the most popular is the one which throws poker hands. This beats out the dice cup machine, probably for the reason that the average man would rather handle a poker deck than a dice cup. With some of the machines the player drops a nickel in the slot and is sure of one cigar, standing to win as many as twenty-five with a Royal flush. This is considered less of a gamble than the machine which is fed with pennies and pays cigars for high throws only

Dealers are of different minds as to which of these two varieties is the most lucrative, inasmuch as, while he of course disposes of more cigars on the nickel proposition, he frequently gets caught for a lot of big winnings all at once which he has to stand himself. On the other hand the penny play is made against long chances and the dealer gets a big percentage of the gross receipts. Frequently, two or three customers will throw cold hands on the machine simply to make side bets and out of two or three hundred pennies the dealer may not be required to pay more than a half dozen cigars.

Then there are machines in which the insertion of a cent or nickel, whichever it may be, will set a couple of dice cups turning until they finally make a throw. Besides these there are machines in which the coin percolates through a lot of pins to a chance destination, bicycle machines in which the hind wheel makes the run and numerous other devices, in all of which the dealer has the best percentage of chance whether the machine is "fixed" or not.

The chief value to the dealer of the machine, however, lies in its stimulation of trade. The man who plays it once and loses is almost sure to try again and if he wins, he'll play once or twice more for the looks of the thing, or else to push his luck while he has it. When he "wins big" he usually treats everyone in the store and as a result needs cigars again just as quickly.

Moreover it is quite possible to develop a cigar machine habit which will be quite as binding as a gambling habit in any other form. Some time ago there was a certain little cigar store in a town about twenty miles from Philadelphia. The stock wasn t large, the store was miserably shabby and the most ornamental article in the place was a handsome, nickel plated slot machine. This was of the poker hand variety, and some of the customers had to be taught the value of the hands.

In about two days there was a regular crowd around that machine during every noon hour and immediately after supper until ten or eleven at night. And every son-of-a-gun who could, would break away once or twice during working hours to take a chance. The business done by the store was out of all proportion to any normal expectation and one or two other stores soon got machines in.

The average salary of the customers was not high, say $15, and it is no exaggeration to say that for two months, an average of one third of his salary was left by each man. And it got worse instead of better until a few men got positively feverish over it, and their wives made so much talk over having nothing fit to eat on the table, that the ministers took the matter up and there was a great time.

The dealers had to throw their machines out and the first one lost considerable of his regular custom, because many customers when they came back to earth started to save money or else were ashamed to go into the store again.

That's only one case and it's literally true. So it is easy to realize the great difference which the machines make to the dealer in whose customers there is any sporting blood.

• • •

A RETAILER should remember that he spends nearly half his lifetime in his store and for that reason should make it as attractive as his home.

DISPLAY MADE BY B. LIPSCHUTZ AT TOBACCO SHOW.

A TASTEFUL display of well known brands of cigars and little cigars was made at the Tobacco Show by B. Lipschutz, of 44 North Twelfth street, Philadelphia. The manufacturer's popular "44" 5 cent brand came in for much admiring attention as well as "The Bride," label in cigars and little cigars. The Lipschutz booth was made unique by a novel feature in the shape of "Phroso," the automatic man, which can be seen at the right of the picture. Phroso created much merriment during the week and attracted everyone's attention to Mr. Lipschutz's pleasing exhibit.

WINDOW DISPLAYS SHOW TOO MUCH DETAIL.

FROM a cursory sizing-up of the general run of displays in cigar store windows there seem to be two particular faults which occur most frequently. One, a carelessness and indifference on the part of the dealer which is rewarded by a dead, stale, absolutely unattractive appearance of the window, and the other an over-elaborateness which is apt to defeat its own purpose.

The objects of a window display are, first and primarily, to tell the passerby whether the store sells cigars or leather goods or is a drug store, and secondly, to present a portion of the stock in a way which at once causes the passer by to feel a desire to make a purchase.

It is not easy to see how this second object can be accomplished by a window which is loaded up to the gunwales with samples of everything in stock. There might follow an abstract desire to have some of the things, on the part of anyone who idly stopped to look in, but there would be no immediate, concrete longing for a certain article which, eight times out of ten, leads the consumer into the store.

During the holidays, a Market street store gave over a whole window, and a large window at that, to one brand of cigars. The window was draped in green and decorated with a little evergreen and holly, and in the centre, resting on a large piece of draped velvet were two or three boxes of this cigar in its principal sizes. The cigar is lucky enough to have a striking package, and the simplicity of the thing was tremendously effective. Walking by, one stopped short and thought how very inviting the cigars looked. That was worth ever so much more than a window full of heaped up junk, on the same principle that wise advertisers will insist on as much white space as there is ink and will stick to one thought.

Here is a suggestion for a window which should by used by a dealer who is intending to push one brand of cigars for a while at the expense of other brands.

If your window is roomy enough, get two or three dozen empty boxes of othe brands. It is better to select brands for this purpose which you are not handling yourself, or which are not particularly well known. Pile the boxes up in a pyramid heap, as if done carelessly. The more battered and old the boxes are, the better the effect.

At the front of the window, and directly in front of this nondescript heap, set a box of the brand to be advertised, on a handsome stand. The box should be open and the label and cigars showing and on it should be a neat card, reading:

THIS IS THE CIGAR THAT HAS SUPPLANTED THEM ALL.

Naturally, as was stated, this must be at the expense of other brands, but frequently dealers are in a position where they are willing to do this, particularly if it is their own brand, and if they can do it without knocking any other particular cigar or cigars that they have in stock, the effect will be striking and will be sure to bring results.

LET US DEMONSTRATE
HOW YOU CAN MAKE MORE MONEY

The success of any retail business is largely dependent upon the clerks.

A NATIONAL indicates which clerks are careful and efficient.

Good clerks make satisfied customers, which mean more profits and a bigger bank account.

A NATIONAL makes good clerks.

CUT OFF HERE AND MAIL TO US TODAY

I own a _____ store.
Please explain to me what kind of a register is best suited for my business.
This does not obligate me to buy.

National Cash Register Co.
DAYTON - - OHIO
TOBACCO WORLD

Name
Address
No. Clerks

DANGER THAT CHINA WILL USE NATIVE TOBACCO

(Concluded from page 3.)

American tobacco products they will probably furnish a steady demand for them, but until their purchasing power is materially increased the demand will be for the low grade goods at the cheapest price possible.

"As stated heretofore, the officials of the several provinces are alive to the need of saving as much of the tobacco trade to China as possible, and are giving every encouragement practical to Chinese farmers who raise the tobacco plants. Chinese farmers have a number of advantages in this connection. In line with their usual intensive methods of culture, they are accustomed to plant tobacco in their mulberry groves. The stripping of the leaves from the trees for the silk worms gives the tobacco plants the light they need when they need it, and later the shade of the trees affords them protection when it is required. All Chinese culture is intensive and the tobacco plants are treated with the fertilizers peculiar to China.

"The tobacco grown is rank in quality and would be rated very low in American markets, but it supplies the Chinese consumer with a product within his reach financially, and this is the chief thing to be regarded in the tobacco or any other trade in the far East. Methods of treatment of the tobacco plant are crude and are not such as to improve the product. The vast bulk of the prepared tobacco is fine cut, made by pressing a quantity of the tobacco leaves together and planing off the edges with a tool much like a carpenter's plane. The use of cigarettes is increasing.

"The amount of tobacco used in China is enormous. Most of it is produced by the consumers or in the immediate vicinity of where it is consumed, and does not get into the trade reports at all. The foreign tobacco trade has scarcely scratched the surface of the field. Whether the improvement in the Chinese methods of cultivating and caring for tobacco plants and products will eventually shut out the cheaper grades of goods from abroad remains to be seen, but at present the indications are that American manufacturers must handle the situation in China promptly and with tact if they are to hold the market they have and to obtain the market they ought to have."

PATENTS RELATING to TOBACCO, Etc.

779,348 Match box; Edward C. Carris, Washington, Ia.

778,953 Match making machine; Joseph C. Donnelly, Philadelphia, Pa.

779,368 Cigar bunch shaping machine; Joseph D. Lacroix, New Orleans, La.

779,095 Tobacco cutter and pipe filler; Austin McInnis, Northam, Canada.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

BLACK THREADS
Long Cut
The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3½ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.
The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING
Fountain Sprayer for misting fillers - - - - $4.00
Simplicity Automatic Sprayer 7.50
Little Climax Tobacco Pump 10.00
Progress Jr. Spraying Machine 16.50
Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.
DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM, GEO. W. BREMER, JR. WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

ANOTHER DULL WEEK, BUT BUYERS ARE EXPECTED.

Prices in Havana Market are Firm for Good Grades, and if Crop is Not Badly Damaged There Will Be No Retrograde Movement.

[Special Correspondence of The Tobacco World.]

HAVANA, January 2, 1905.

Another dull week must be chronicled in the Havana market owing to the very limited number of northern buyers in town, but everybody seems to look forward hopefully to an excellent business to be done this month, as a crowd of purchasers from the United States is expected to arrive here.

Prices are held firmly for all fine growths, and there appears no prospect of any retrograde movement, particularly if the report of damages to this year's crop is only to a limited extent true.

It is the custom among the Spanish dealers to close their books by the end of March or April, by which time preparation for the packing season in the Vuelta Abajo and Partido section usually begins, but your correspondent is now busy compiling figures to show the receipts and sales of the 1904 crop and the balance resulting therefrom, and at the same time taking the approximate actual stocks on hand in the different warehouses, thus proving the correctness or errors which might have occurred during the past twelve months.

Sales

amounted to 3,269 bales in all, or divided into 2,204 of Vuelta Abajo, 135 of Partido, and 930 of Remedios. American buyers purchased 2,080 bales, for Europe 205 were acquired, and the local cigar and cigarette manufacturers took 984 bales.

Buyers Come and Go.

Arrivals:—Frank Dominguez, of E. A. Calves & Co., Philadelphia; Facundo Arguelles, of Arguelles, Lopez & Bros., Tampa; Rafael Alvarez, representative of the Viuda de Joser Gener, at New York; C. S. Egerton, of Egerton & Joel, Boston.

Departures:—Wm. Beitz and A. Fromherz, for Chicago. To leave on the 3d: Leopold Loeb and Arturo Loeb, for Philadelphia; Jose M. Cayro, Key West; Rafael Alvarez, New York; Celestino Vega, Chicago.

Havana Cigar Manufacturers

have closed the old year tolerably well, as contrary to the usual custom of having nearly a whole month, from December 15th to January 15th, barren of any orders to speak of, the demand this season has kept up during the entire month of December, particularly in the larger independent factories.

The trust is having its troubles with its salaried employes, who are universally opposing the innovation of having to sign a contract whereby they can not claim any more salary than for the actual working time, and that they can be dismissed at any moment, without the right to receive the full wages up to the end of the month and one month extra besides. The Spanish commercial code, which is still ruling here, states distinctly that any employer who discharges his help during the middle of the month is obliged to pay the discharged party one and one-half months' wages.

This rule has been in force here for years, and the framers of the commercial code undoubtedly had it in mind to prevent these classes from becoming paupers, or being thrown upon the street. None of the independent manufacturers have complained about its being a hardship to them; neither would they let their help suffer if they were unable to keep them busy all the time. If the trust, for the sake of economy and in order to do a large business, is obliged to institute such an oppressive measure with their employes, it will become less liked by the working people than it is at present.

H. Upmann & Co. continue very busy and shipped last week 50,000 cigars to all markets.

Cifuentes, Fernandez & Co. have enough orders on hand to keep their Partagas factory running as lively as now through January and February.

Rabell, Costa, Vales & Co. are active in their Ramon Allones and Cruz Roja factory, and all their brands continue to be called for in good round numbers. La Eminencia cigarettes, made by J. Vales & Co., stand at the top of the list, and are the most popular ones.

Behrens & Co. closed a very successful and satisfactory business for the year, and the prospects for this year are very promising indeed.

J. F. Rocha had a small strike in their factory, because the union of cigarmakers insisted upon their re-employing bad rollers which they had discharged for incompetency. This is surely an imposition, and upon sober reflection the union must back down from a standpoint which it cannot maintain.

Enrique Dorado & Co. are fairly busy for all markets shipping El Rico Habana cigars.

Remigio Lopez y Hno. have finished moving their factory to 113 San Miguel street, and will start in filling the orders on hand for La mas Fermosa and Magnetica de Cuba.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana; Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

Consulado 91, HAVANA.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of **Leaf Tobacco**
102 Escobar Street,
Cable: "JEDESA." HABANA, CUBA.
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ORELEVA. *Habana*

Royal Cigar Factory
INDEPENDENT

The Oldest Brand — The Best Cigars

Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. **Habana, Cuba.**

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26. **Habana, Cuba.**

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS.
Monte 156, Cable—"CALDA." *HABANA, CUBA.*

Buying, Selling and Other Notes of Interest.

A. Fromherz, of the Fromherz, Berlizheimer Co., Chicago, purchased 500 bales of Vuelta Abajo, among which was the famous vega "La Llanada" of San Luis, so they ought to turn out a superior cigar.

Antonio Suarez closed the last week o 1904 by making a transaction of 800 bales of Vuelta Abajo to a local factory.

Leopold and Arturo Loeb, who leave to morrow for their Philadelphia home, have done some good business, but are expected to return here by the end of this month. The Loeb-Nunez Havana Co. sold 375 bales of Remedios.

Sobrinos de A. Gonzalez shipped from their previous purchases for the Spanish Regie 3,740 bales per German steamer Prinz Joachim to Santander, Spain, and they sold 400 bales of Vuelta Abajo from their stocks.

Frank Dominguez is again in town trying to replenish the holdings of E. A. Calves & Co., Philadelphia, and has started right in making some purchases.

Jose F. Rocha disposed of 200 bales of Vuelta Abajo.

Facundo Arguelles also paid another visit to Havana, as their factory at Tampa is turning out goods faster than Arguelles, Lopez & Bros. expected to do, and he has already secured some 400 bales of choice Vuelta Abajo.

A. M. Calzada turned over 125 bales of Vuelta Abajo and Partido to one of their northern customers.

Mendelsohn, Bornemann & Co. closed a very satisfactory year, having exceeded the 12,000-bale mark of purchases for their customers.

Gonzalez, Benites & Co. sold 125 bales of Vuelta Abajo and Remedios.

Sol Hamburger is as usual going very carefully over the market in picking out only such lots as Hamburger Bros. & Co. can quickly dispose of, and he has already made some good-sized purchases.

Grau, Planas & Co. disposed of 120 bales of their Remedios holdings.

Sobrinos de V. Diaz turned over 80 bales of Remedios.

Joaquin Hedesa closed out 60 bales of Partido, but has a very fine stock of Artemisa wrappers and caperos still for sale.

Rabell, Costa & Co. were sellers only to the extent of 59 bales of Vuelta Abajo.

Vicente Pazos has just returned from a trip to the Vuelta Abajo, and while it is too early yet, still he believes in making his arrangements for the coming packing season so he can start in immediately the season opens up in May or June. A. Pazos & Co. sold 50 bales of Vuelta Abajo to a local factory.

Garcia & Co. closed a very satisfactory and successful year, and will be heard from in 1905.

Jose Santalla died here last Wednesday, and was buried last Friday morning. He was an old-timer in the leaf tobacco business, of the well-known firm of Santalla, Eschevarria & Co., and later Santalla & Co., although for the last two years he had virtually retired from business. He was the ex-president of the Centro Gallego, and a man universally liked and esteemed. The funeral was attended by at least 300 people, and the hearse was drawn by eight horses. Two hearses were required to carry all the wreaths of flowers.

Receipts From the Country

	Week Ending Dec. 31. Bales	Since Jan. 1. Bales
Vuelta Abajo	1,872	243,031
Semi Vuelta	138	22,402
Partido	493	58,085
Matanzas	—	334
S. Clara & Remedios	949	85,512
Santiago de Cuba	—	657
Total	3,452	410,021

HAVANA CROP IN 1904.

Consul General Steinhart Tells What Was Done With It.

Washington, D. C., Jan. 7.

United States Consul General Steinhart, at Havana, has made the following interesting report of the Cuban tobacco crop of 1904 to the Department of Commerce and Labor:

The tobacco crop in the past year was good in both quality and quantity, and may be safely valued at over $30,000,000 The exports during 1903 were valued at $26,046,431, against $25,400,000 in the previous year. The exports of leaf tobacco in 1904 exceeded those of the previous year by $600,000. The total exports of leaf tobacco amounted to 40,977,946 pounds, valued at $13,245,187, 24,128,430 pounds of which, valued at $9,931,802, went to the United States, and 10,306,574 pounds, valued at $1,921,079, to Germany, the next largest purchaser.

Tobacco stems, which are used in the manufacture of snuff, etc., were exported to the amount of 598,178 pounds, valued at $9,959, principallv to the United States, Argentina and Germany.

Cigars exported numbered 205,244,298, valued at $12,302,969, of which 45,769,422, valued at $2,888,111, went to the United States; 28,388,074, valued at $1,968,395, went to Germany, and 92,559,817, valued at $5,197,785, to England. Of cigarettes, 14,662,209 packages (each package containing about 14), valued at $404,173, were exported during the year. Of these 287,767 packages, valued at $7,055, went to the United States; 16,693,372 packages, valued at $49,070, to Dutch possessions; 1,323,127 packages, valued at $40,926, to British islands; 7,259,354 packages, valued at $191,854, to Columbia, and 586,002 packages, valued at $17,632, to Germany. Much of the remainder went to the Canary Islands. The export of cut tobacco amounted to 226,648 pounds, valued at $81,031, of which the United States received 75,205 pounds, valued at $23,583, and Columbia 57,283 pounds, valued at $21,201.

Tobacco seed to the value of $3,112 was exported to the United States.

The principal shippers of leaf and manufactured tobacco in Havana are as follows: Havana Tobacco Company, Cuban Land and Leaf Tobacco Company, G. Arostegui, Jose Suarez & Co., Luis Marx, Calixto Lopez & Co., H. Upmann & Co., G. Solomon & Co., Bridat Montros & Co., Federico Bauriedel & Co., Leslie Pantin, S. L. Goldberg & Son, Leob-Creagh Havana Company, B. Baustista & Co., Garcia & Co., Antonio Suarez & Co., Loeb-Nunez & Co., E. A. Kline & Co., H. J. Bernheim, Cuban-American Company, J. F. Berndes, Mark A. Pollock, Mendelsohn, Bornemann & Co., Sidney Rothschild, J. G. Prendes.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. **Calzada de la Reina 22, Habana, Cuba**

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of **LEAF TOBACCO**
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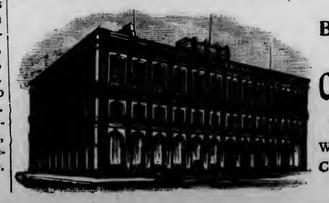

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Cigars made strictly of the very best VUELTA ABAJO TOBACCO

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JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

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IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

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NEW YORK.
HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HIRR."
Joseph Hirsch & Son
J. L. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

New York, Jan. 10.

Last week's storm, which effectually blocked traffic, kept the more fortunate ones indoors and paralyzed trade. The weather conditions were such that no one attempted to smoke on the street and retail tobacconists and cigar dealers found slim receipts in their cash drawers when they counted up every night.

This week opens up brighter, however, and the prospects of a better retail trade look encouraging. Of course the weather did not greatly effect the wholesale trade but many drummers have prolonged their New Year's holidays and will not start out on their districts for a week or two.

• • •

According to the United States Consul General, in Havana, Frank Steinhart, the total output of Havana cigars last year was to the value of $12,302,969, of which tidy sum $2,888,111 only were imported into the United States, chiefly through the New York Custom House. Comment is made in this city that while $2,888,111 worth of cigars came to the United States, England imported twice as many Havanas at double the price.

So far as domestic cigars are concerned there is a rapidly growing tendency to improve the grade and the "five center" is looked at askance both by maker, jobber, dealer and consumer, although their "day" may never go.

According to statistics the total output of cigars manufactured in the United States in 1903 was 6,886,647,455 and the total for the year just ended will fall a little short of that, the output for the eleven months ending with November being 6,484,174,150. While New York is a greater producer of domestic cigars than Florida the total output in 1904 fell below that of the previous year, and various are the reasons assigned for the interesting if not encouraging fact.

More domestic cigarettes than ever are made in New York which in its output outstrips Louisiana and Virginia. The output of cigarettes in the United States for 1903 was 3,210,325,015 while for the eleven months of 1904 there were made no less than 3,584,654,161 with New York city a long way in the lead.

The total output of smoking and chewing tobacco in 1903 was 320,802,285 pounds and for the eleven months in 1904 303,381,469 pounds, a very favorable comparison say the New York traders.

• • •

Robert E. Lane, Thomas J. Donigan and Sidney J. Freeman, who were appointed a committee at the annual meeting of the Retail Cigar and Tobacco Dealers' Association to formulate plans for the contemplated Tobacco Exposition of the metropolis are all enthusiastic on the subject and promise some definite plans for publication next month.

At the annual meeting in question the following directors were selected for 1905: Messrs. Lane, Freeman, Donigan, Fred B. Aschner, James W. Geyer and Charles A. Hilkenbach.

The two latter represent 1,504 and 1,503 shares respectively, while the former gentlemen each represents 1,537 shares.

In his annual address President Donigan spoke of the splendid growth of trade and alluded at length to the removal of the import stamp and the evident disposition on the part of the independent firms and individuals to close up their ranks and pull together for mutual interests. He declared that in his opinion the high handed methods of the trust are no longer a menace and he fully believes that from now on, the independents will have a wider field and the best chance of success.

As delegates to the Chicago National Convention, the Association selected Messrs. Aschner, Donigan, Lane, Freeman and St. John.

The Association decided that hereafter the annual meetings shall be held on the third Tuesday in January instead of the first Tuesday as heretofore. This action was found necessary as it has been inconvenient if not impossible to get in all annual reports in the first week in January.

New York plug tobacco men are discussing with interest the removal of the Paul Brown Tobacco Works from St. Louis to Louisville, a move announced by R. K. Smith, the vice president of the American Tobacco Co., who was formerly resident director for the company in Kentucky. This change in the policy of the tobacco company is made in pursuance of a plan long contemplated and full details were given in The Tobacco World of two weeks ago.

• • •

On and since last Monday the Morton Trust Company has been exchanging definitive engraved securities for certificates of deposit for the 6 and 4 per cent bonds and the preferred and common stocks of the American Tobacco Company. Bonds are issued in coupon form of $1,000 each and in registered form in denominations of $50, $100, $500, $1,000, $5,000, $10,000, $50,000, and $100,000. The dividend of 1½ per cent declared by the American Tobacco Company on its 6 per cent preferred stock, payable to stockholders of record as of December 31 are also being distributed by the trust company.

• • •

B. S. Davis, R. Rodriguez and Mark Kalish have secured incoporation papers for B. S. Davis & Co., of New York, to deal in tobacco, with capital of $5,000.

• • •

Special Inspectors Hoadley and O'Neil visited the steamship Niagara on her arrival from Havana last week and seized 275 cigars which were secreted in the wainscotting of the forecastle, and which were of a variety which would be worth 15 or 20 cents apiece in the retail trade. The same inspectors seized 600 cigars on board the steamship Olinda from Cuba. These were done up in twenty-four packages and were secreted under the boilers of the vessel.

Another seizure of 400 cigars and 25 packages of cigarettes was made by officers from the Surveyor's office. The merchandise was found on the steamship Morro Castle, from Havana, and was in charge of the fireman. Each package contained 16 cigarettes.

• • •

Leaf tobacco men along Water street report a healthy activity despite the fact that most of the dealers and manufacturers are busily engaged taking inventories of stock, which for January are said to be unusually small.

In domestic stock the leaf in greatest demand is 1903 Pennsylvania broad leaf. For fillers there is a brisk demand for 1903 Zimmer Spanish and for binders 1903 Wisconsin Havana seed.

A few lots of 1904 Connecticut Havana seed have appeared on the market and have shown up handsomely but prices rule high. In Sumatra a fair business is doing with a prospect of increase.

• • •

The Convention of the Cigar Dealers' Association of America, now in session in Chicago, opened Monday and closes today (Wednesday). Robt. E. Lane, President of the Association, was unavoidably absent but sent an interesting annual report to be read before the convention.

E. W. May.

RESUME OF THE YEAR.

J. B. Moos, of Chicago, Sums Up 1904 in the Trade.

Chicago, Jan. 9, 1905.

J. B. Moos, of J. & B. Moos, one of the best known firms in this city, makes the following interesting general comment on the year in the trade:

"Despite the fears prevailing a year ago, that the year 1904 would be marked by a further decline in business activity, the cigar and tobacco trade has had a prosperous year. Manufacturers found a steady, improving demand, and at the close of the year they found great difficulty in filling their orders. Unionism in the cigar and tobacco industry has been on the decline, and although a strong effort has been made to get the 'closed shop,' but few factories of any importance are now operated under union regulations.

"The increasing prosperity of the country has had a marked effect on the growing demand for the better grades of cigars, and not only have the manufacturers of clear Havana cigars increased in number throughout the country, but the manufacturers of the leading well known brands have all largely increased their output. Another well-defined change has been the growing discrimination on the part of smokers of 5-cent cigars.

"The consumption of smoking and chewing tobacco has largely increased, and this increase has been chiefly on the old-established brands. Little success has been attained in the introduction of new lines.

"Owing to the increase in the cost of leaf, prices of smoking and chewing tobaccos were generally advanced about 10 per cent early in the year, and there have been no price changes of consequence since.

"The increased consumption of high-grade cigarettes is still a marked feature of the trade, and the granulated tobaccos used by the consumer for rolling cigarettes also show a decided increase.

"The cigar and tobacco trade has no reason to doubt continued prosperity in all its branches during the coming year."

GEO. R. GROSS & SON SELL OUT TO ROBT. L. FEE.

Geo. R. Gross & Son, one of the oldest cigar houses in Detroit, sold out last week to Robert L. Fee, and the business will henceforth be conducted at the same address, 209 Jefferson avenue, by the Robert L. Fee Company, which will devote its attention to the wholesale trade in the Southwest.

Geo. R. Gross & Son is well remembered by the older Detroiters, and at one time the firm occupied a high position in the local cigar trade. The Ives bank failure three years ago started the firm's financial difficulties, and the loss sustained at that time was never made up. Recently a chattel mortgage was placed on the company's stock to secure creditors, and yesterday negotiations were closed by Mr. Fee.

INCORPORATIONS.

The Walter Weaver Tobacco Co. has been incorporated with $15,000 capital.

The Axton-Fisher Tobacco Co., of Louisville, has been incorporated in Kentucky with a capital of $64,000.

Kenneth I. McKay, Edward Lynch and Henry L. Meyers have incorporated the Juan Cabanazon Cigar Co. with factories at Tampa.

The MacCardy Cigar Vending Machine Co., of Chicago, has been incorporated by F. E. MacCardy, C. E. Collins and F. S. Abraham, with a capital of $50,000.

The Urel Tobacco Company, of Gentryville, Ind., has been incorporated by William T. Urel, Leila O. Urel and Oakley H. Kellogg, with a capital of $10,000.

Incorporation articles were filed in the Department of Secretary of State by the S. E. Rice Tobacco Company, of Muhlenberg county, Tenn. It has $2,000 capital stock.

The Jamestown Cigar Co., of James town, N. Y., has been incorporated with a capital of $10,000 and the following directors: John F. Gustafson, Elmer W. Carlson and Axel F. S. Gustafson all of Jamestown.

Articles of incorporation have been filed for the Nicholas Kuhmen Cigar Co., of Davenport, Ia., with a capital stock of $50,000. The incorporators are Alex Anderson, F. M. Rhodes and Chris Neiff, who are also the officers of the company. It is also provided in the incorporation papers that the company shall have the privilege of taking over the present cigar firm of D. A. Anderson and F. M. Rhodes for the sum of $18,000, the payment to be made in stock in the new company.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
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Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
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EDMUND H. SMITH
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Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

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F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

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RÜSCHER & CO.
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Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
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COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUDLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

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Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

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Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

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Manufacturers of **CIGARS** & Dealers in
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BRANCHES:
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Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

Trade-Mark Register.

HAVANA NOODLES. 14,649
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Dec. 28, 1904, at 9 a m, by A. D. Engel, Philadelphia, Pa.

FOXY GEORGE 14,650
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Dec. 28, 1904, at 9 a m, by A. D. Engel, Philadelphia, Pa.

THE BIRSWAGER 14,651
For cigars. Registered Dec. 30, 1904, at 9 a m, by Samuel A. Sopher, Baltimore, Md.

PHONOGRAPH 14,652
For cigarettes. Registered Dec. 31, 1904, at 9 a m, by I. Moguleski, Philadelphia, Pa.

AMANCO 14,653
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Dec. 31, 1904, at 9 a m, by William Anthony, Hanover, Pa.

AMERICAN COUNTESS 14,654
For cigars. Registered Jan. 3, 1905, at 9 a m, by A. P. Snader, Ephrata, Pa.

EPICUREAN 14,655
For cigars. Registered Jan. 3, 1905, at 9 a m, by A. P. Snader, Ephrata, Pa.

WELCOMA 14,656
For cigars. Registered Jan. 5, 1905, at 9 a m, by J. L. Dimmig & Bro., East Greenville, Pa.

OSTRO 14,657
For cigars. Registered Jan. 5, 1905, at 9 a m, by J. L. Dimmig & Bro., East Greenville, Pa.

MYOWNO 14,658
For cigars. Registered Jan. 5, 1905, at 9 a m, by A. P. Snader, Ephrata, Pa.

LOS ANGELOS PERFECTO 14,659
For cigars. Registered Jan. 5, 1905, at 9 a m, by A. P. Snader, Ephrata, Pa.

VOLUNTEER ORGANIST 14,660
For cigars. Registered Jan. 5, 1905, at 9 a m, by A. P. Snader, Ephrata, Pa.

SEENO 14,661
For cigars. Registered Jan. 5, 1905, at 9 a m, by A. P. Snader, Ephrata, Pa.

WHITE HOUSE FAVORITE 14,662
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Jan. 6, 1905, at 9 a m, by I. M. Umstead, Phillipsburg, N. J.

O. K. P. 14,663
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Jan. 6, 1905, at 9 a m, by the Keystone Cheroot Co., Hanover, Pa.

186 (ONE HUNDRED AND EIGHTY-SIX) 14,664
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Jan. 6, 1905, at 9 a m, by the Keystone Cheroot Co., Hanover, Pa.

TOWN TRADE 14,665
For cigars. Registered Jan. 7, 1905, at 9 a m, by John L. Fritz, Reamstown, Pa.

SEARCHES.

Alhambra, Alcazar, Zembo, Rajah, Alleppo, Boumai, Lady Maud, Bohemia, D. A. M., The Old Fellow, El Claretta, Log Cabin, El Cabin, La Prosperity, Golden Gate Perfecto, Merchant of Venice, Opera Jewels, Seeko, Virginius, The Philadelphian, Chiclets, Spenders, El Brazil, Opera, Flor de Opera.

GOVERNMENT WANTS EXPERTS.

Tobacco Examiners for Service at Various Ports of Entry.

Tobacco experts in the East and Middle West will have a chance to work for Uncle Sam if they care to. The Treasury Department is having difficulty in getting expert tobacco examiners for service at the various ports of entry, and civil service examinations are being conducted without a great deal of success. The position pays $2,000 a year.

A week or so ago the Civil Service Commission certified the names of half a dozen men who had successfully passed the examination required of applicants for these places, but upon investigation Secretary Shaw learned that not one of them knew the difference between a hand stem of natural leaf and a package of fine cut. He, therefore, refused to place them on the roll. The Civil Service Commission will hold another examination in Chicago in a short time.

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Located on Main Line of Pennsylvania R. R.

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Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

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ALL GRADES OF DOMESTIC
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United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
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UNITED PHONES.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
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TRUMAN D. SHERTZER
Leaf Tobaccos
Main Office:
Lancaster, Pa.
Warehouses: Lancaster and Red Lion, Pa.
We make **Scrap** Filler **Ready for Use.**

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TOBACCO WORLD

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PHILADELPHIA, JAN. 11, 1905.

THE ANNUAL CONVENTION OF THE C. D. A. OF A.

The Cigar Dealers' Association of America has been in session in Chicago during the early part of this week, and the enthusiasm and importance of the gathering is significant of the progress of the independent movement throughout the country.

The national body is represented by a local in nearly every large city in the eastern half of the United States, and though the local association in Philadelphia has, for some reason not given, seen fit to remain outside the national association, it is working in the same cause and toward the same object.

The convention showed that the association is in a healthy, progressing condition, one which bids fair for its future accomplishments, but the address of President Robert E. Lane, which was read before the meeting and which is printed in full in another column, presented pertinent reasons why more has not been accomplished than actually has. Mr. Lane said:

> It is my opinion that we should depend upon ourselves even more than we have in the past; we are strong in numbers, influence and knowledge of our business, and should not lean on others and expect them to fight our battles, or even supply us with ammunition.

Later, he said:

> The interest relaxed in certain local branches is to be regretted, and while the officers should not be hastily blamed, they must to some extent be criticised, and must regard themselves as servants of the organization, and not as masters. I feel that the lack of frequent meetings is the main cause of apathy.

This last sentence is particularly a keynote. No dealer who has the right spirit can feel that the time he gives to his association is a sacrifice. Neither should he waste time in the belief that someone else will be glad to do what he is unwilling to do himself. As Mr. Lane puts it, "Unity should be the watchword impressed deeply upon the mind and heart of every member," and every member should make it a point to get out to every meeting, if only to swap cigars with the man he sits next to.

PLANT 'BACCY INSTEAD OF COTTON.

There are a lot of people who console the cotton grower who has managed to go broke on his industry, with the admonition to "go plant tobacco." There are several things readily to be thought of which are easier to cultivate with good returns than tobacco, but there are quite a number of instances on record where cotton soil has responded nobly to tobacco seed, and there may be something worth regarding in this oft-repeated tip, after all.

It must be remembered, however, that the Southern tobacco growers made a great clamor lately that they have been raising crops at a dead loss on account of a monopoly in the buying. The same sort of a complaint has come from out Wisconsin way, and the Pennsylvania crop went considerably to the bad this year, so that the farmers wont be able to pay off very many mortgages. Like wise, the Connecticut farmers were in the dumps a year ago, and while they seem disposed to make up for it by the prices on 1904, the same thing may happen next year.

Still, tobacco growing is found to be a congenial occupation by many, and if a farmer must go broke, he might as well as not, do it on something new. At any rate, the soil gets a rest on cotton.

Tobacco is now raised in twenty-six States, covering New England, the South and the Middle West. Of these, Virginia North and South Carolina, Georgia, Alabama, Mississippi, Tennessee and Kentucky produce an average of 75 per cent of the total crop. It is a Southern industry, and though tobacco is an arbitrary plant, it has been proved that it can adapt itself to almost any section of the South.

Cotton farmers down in Texas, who have tried switching their crops, have made out very well considering, and there seems no vital reason why the same thing can't be done through other sections of the South.

SOME tobacco manufacturers may soon find themselves in the meshes of the pure food law if they don't watch out. At Los Angeles the city chemist tried to excuse himself from examination under the pure food law, of campaign cigars, on the ground that they were not food. But the protestants countered by claiming that cabbage is a food if tobacco is not, and that to place a tobacco wrapper around a roll of cabbage leaves and sell the result to candidates for campaign purposes ought to be made a violation of pure food ordinances.

Philadelphia Tobacco Trade.

To Permit Sunday Cigar Sales.

Every magistrate in Philadelphia has signed a petition which will be presented to the present Legislature asking for the passing of the bill which will be attached, to permit the sale on Sunday of non-intoxicating drinks, tobacco and cigars, certain articles of food and newspapers. The bill, which is a result of the peculiar activities of the Philadelphia Sabbath Association provides that—

"Hereafter it shall be lawful to sell drugs, medicines, soda and mineral water and other harmless nonintoxicating drinks, bread, oyster, cakes, pastry, ice cream, candy, milk, fruit, cigars and tobacco, to prepare, print and sell newspapers on the first day of the week, commonly called Sunday.

"Provided, That nothing herein contained shall be construed to allow the sale of any nonintoxicant or other drinks, in any saloon, inn or tavern licensed by law for the sale of intoxicating beverages."

October Revenue Returns.

The returns from the Internal Revenue Collector's office for the First District of Pennsylvania, for the month of December, consist of the following figures:

Cigars at $3 per M.	$150,349.20
" at 54c. "	46.98
Cigarettes at $1.08 per M.	4,039.74
Cigarettes at 54c. "	82.08
Manuf'd Tob. at 6c per lb	8,475.63
Snuff stamps at 6c per lb	21,388.02

Fred W. Hoch, of Fred W. Hoch & Co., of Columbia avenue, has named the new member of his family Anita, which is Mrs. Hoch's name. The firm also has a popular cigar label of that name.

With Manufacturers and Jobbers.

New Factory in Philadelphia.

It was stated this week by a well known local retailer, who said he had been given the information in confidence, and could not divulge the details, that a big factory will be built in Philadelphia this spring which will manufacture a complete line of cigars. The plant will be operated by a firm which will be organized for the purpose, one of the members of which is declared to be a man already identified with the trade in this city.

Sig. C. Mayer & Co., the new firm of manufacturers at 417 Locust street, is starting the new year with a great many orders in hand for cigars. The company has the brightest prospects, as their brands have made a decided hit on the market. Mr. Mayer is about to leave on a trip South to push Sig. C. Mayer & Co.'s Verybest, George M. Dallas and Sigwado, 5-cent cigars, and El Morento, a 10-cent brand. During his absence George J. Watson will have charge of the office.

William H. Banton, jobber at 315 South Fourth street, is having a very large run on his own brand, Pine Apple Cut Plug, which Mr. Banton says has made a better hit than anything else he has ever handled.

D. W. Glover, Western representative for Vetterlein Bros., paid a short visit to the Philadelphia office last week, and has again returned to the West. Mr. Glover says that everything points to a splendid business year in his section. Vetterlein Bros. are still engaged with their inventory and balancing of their books.

F. B. Robertson, who has a depot for independent goods at 1004 Ridge avenue, suffered at the hands of burglars on Monday night for the fifth time since the genial Match It representative has been located in Philadelphia. Mr. Robertson figures out that he has lost about $20 from the cash register, 500 cigars and 1,000 cigarettes. Two other business places in the neighborhood were also robbed on the same night. Mr. Robertson has recently moved to the above address from 1133 Ridge avenue, and burglars entered the other establishment on four separate occasions. The police were put on the case, but it is doubtful if the thieves will be caught.

Lester Newburger, of Stewart, Newburger & Co., will shortly leave on a business trip through the South, and at about the same time another of the firm's salesmen will leave for his regular trip.

C. C. Rosenberg, of the El Provedo Co., left for Cuba at noon yesterday, and after transacting his business in Havana will visit the firm's Florida factory to see that everything is in fine working order.

Roy Valentine, of A. S. Valentine & Son, is South on a well-earned pleasure trip. The business done by this house last year was so gratifying that Mr. Valentine thought he had a little rest coming to him.

After being brought together for the annual banquet given by the Theobald & Oppenheimer Co., at the Bourse last week, the firm's salesmen from far and wide have all dispersed to their respective territories and are prepared to jump into the New Year's work. E. D. Marshall has left for San Francisco where he will push the William Penn, Royal Lancers and the La Toco along the Pacific coast; W. S. Dennis has returned to St. Paul, John Bain is about starting for St. Louis: Ramon Fernandez, superintendent of the Tampa factory, has gone South, John T. Dee left for Chicago yesterday and Emory Reynolds went to Boston on Monday. All the Theobald & Oppenheimer factories which were closed down to permit the taking account of stock, have resumed work on full time, and the books of the Company show the best year it has ever had.

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for
Choice Escojidas of
Remedios, Santa Clara
and Manicaragua,
Vuelta Abajo and Partido Factory Vegas
of Various Sized Lots

LOEB-NUNEZ HAVANA CO.
Packers of
Havana Tobacco
CONSULADO 142 and 144,
Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market,

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

1133 Ridge Avenue, Phila.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars.

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.

OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Here and There With the Retailers

Last week was another pretty good one with the retailers and the slumpy condition of the market seems so much a thing of the past now that many dealers are commencing to make optimistic predictions about the spring trade. There never is any rush early in January, but last week showed a good, steady demand and the majority of Chestnut and Market street dealers expressed themselves as satisfied.

One man who is manager of one of the most important stores along Chestnut street, and who was extremely gloomy a few weeks ago, was in good spirits this week and expects to remain so. This man has been in the trade for years, and his former worriment was owing to the fact that the extreme stagnation of the market was seemingly unexplainable. He now believes that trade has fully recovered its natural tone and will remain good through the spring.

Many Porto Rican Brands On the Market.

Porto Rican cigars of varied brands and prices are to be seen prominently displayed in a good proportion of the retail stores, and some dealers declare that the demand is an increasing one. These, however, are dealers who make more or less effort to push this particular product, and display it in a way to tempt the casual consumer to buy it.

It is said that a good percentage of these experiments result in a regular customer on the line. On the contrary other dealers say that they have not had much demand for the Porto Rican smokes and that what inquiry there is, is decreasing.

One dealer who has a good average class of customers declared that he did not see how the ordinary cigar from the Philippines could possibly win out over a domestic cigar.

"We wouldn't consider for a moment," said he, "handling any cigar made in Porto Rico, which was made to sell at more than $5 per hundred for it is very hard to get more than that for them. I have smoked them enough to make a fair test, and to me its like eating soup without salt. The leaf seems coarse to me and there is no distinct flavor. Of course the high grade brands are better but they aren't the kind usually bought. In spite of what some dealers say, I don't believe there will be any great demand or even one large enough seriously to hurt the domestic cigar because I don't think the cigar can compete on its own merits, even when it is sold at low price."

Slot Machines Captured.

A number of Philadelphia dealers, appreciating the extra sales which slot machines make for them, have been operating them in a quiet way for some months. The ubiquitous Mr. Gibboney got wind of the fact some ago and in connection with several constables and a few of the Law and Order agents, raided a number of cigar stores and pool rooms for slot machines Saturday night and captured 17 of them. On Tuesday he again descended upon unwary dealers and captured 15 more.

The result of the raids was as follows: Cigar store, Tenth street, south of Walnut, two machines. While at work the raiders discovered a poker room in full blast in the basement, and captured $2, the receipts for the house of the game. The players bolted with several hundred dollars, the stakes that were exposed on the table. At the cigar store on Sixth street near Chestnut three machines were taken, and one machine was confiscated in a cigar store on Arch street near Third.

Two machines were found in a cigar store on Second street near Buttonwood; while two were captured in a cigar store on Fairmount avenue near Fourth street; one in another cigar store on North Twelfth street above Race; two in a store on Tenth street above Spruce, and three in a pool room at the corner of Fairmount avenue and Eighteenth street.

Tuesday's machines were confiscated at the following places: Cigar store, Ridge avenue and Mount Vernon street, one machine; Tenth and Ogden streets, one; one each at Cumberland street near Tenth, Germantown avenue above Cumberland street, Susquehanna avenue near Fourth street, Dauphin street and Germantown avenue; four on Kensington avenue above Cambria street; one on Kensington avenue above Lehigh avenue; two on Kensington avenue near Somerset street, and one on Buttonwood street near eighth.

The machines made a full wagonload, and at different points of the raid large crowds witnessed the raiding. Mr. Gibboney says the city is again full of these gambling devices and that he will continue to drive them out.

H. Jackson is opening a new retail cigar store at 160 North Ninth street and if the present arrangements go through, will have everything in readiness for consumers tomorrow morning. The new store will carry a full line of popular brands.

The popular proprietor of the Moore cigar shops is confined to his home, at present, suffering from an attack of grip, which malady has laid quite a number of the trade low lately.

Hancock & Adams, Seventh and Chestnut streets, are making a handsome window display of the Lyric Theatre brand which sells for 5 cents straight.

N. W. Young, who is now conducting the store at Third and Chestnut streets, which was recently owned by Goldsmith & Co., is having quite a run on the John Hay 10 cent cigar and Rugby 5 cent brand.

Among the salesmen who got around among the dealers this week were Geo. Weiss, of the National Cuba Co., and Mr. Strauss, of Bustillo Bros. & Diaz.

Leaf Dealers' Jottings.

Geo. Burghard, has just received a large shipment of 1903 Wisconsin Havana seed binders for which there is already a fair demand.

The Amsterdam Sumatra Co., which is one of the younger leaf firms on Third street, is starting the year with a good demand for both Havana and Sumatra.

The travelling representatives of Julius Hirschberg & Bro. will start out in a few days through their respective territories. This firm is perfectly satisfied with the business done last year and said that it always would be, with the same returns. The new year is opening up with a good demand.

George W. Newman, than whom there is no better known man in the leaf trade, received a handsome badge of honor on Monday night to commemorate his retirement as Commander of the George C. Meade Post No. 1, in which office he served during 1904. The decoration is in the form of the regular G. A. R. badge but is of gold and much handsomer. On the back of the pendant is an engraved record of the presentation and on the front is the figure "1" set with seven diamonds.

L. P. Kimmig, of L. P. Kimmig & Co., is in Connecticut buying tobacco for his firm. Mr. Kimmig also made a New England trip last week and secured a good lot of the new crop of Connecticut wrapper and filler which he says is of fine quality, but is commanding very high prices.

Frank Dominguez, who is in Cuba buying for E. A. Calves & Co., writes that he is considerably disgusted with the prospects on the present crop. Mr. Dominguez purposely arrived on the field early in order to secure the run of the market, but declares that he may not be able to get as many as 400 bales of Remedios of good quality. Prices are fully 50 per cent higher than last year and the tobacco no better if as good. That being the case it is scarcely a paying proposition to lay in a very heavy stock now until some indications of what the next crop will be are obtained.

1905 WILL BE GOOD IN OHIO.

Manufacturers Say That Prospects for Coming Year are of the Best.

Cincinnati, O., Jan. 9.

Walter J. Friedlander, proprietor of the Day and Night Tobacco Company, in an interview with The Tobacco World correspondent, said: "All the independent manufacturers that I have come in contact with expect the year 1905 to be a banner one, inasmuch as systematic steps have been taken to put a stop to certain phases of the trust's methods. The chief evil of the business is the giving away of all kinds of presents."

It is reported that the telephone company is working up cases against a number of prominent down town cigarists, who, it is alleged, have been allowing customers to use their phones, which have not the slot arrangement, instead of referring them to the pay stations.

F. J. McCormick, president of the Gem City Tobacco Company, when asked his views on the outlook for this year, replied: "Prospects are exceedingly bright, and we anticipate a bigger business than last year."

It is semi-officially reported that Cincinnati capitalists have subscribed for $400,000 worth of capital stock in the Burley Tobacco Growers' Association. President W. B. Hawkins, who was here last week, did not affirm or deny the story.

BUHRMAN.

Established 1891. Factory No. 3765.

JOHN ZUDRELL

Manufacturer of

High Grade Cigars 5 and 10 Cts.

Genuine Union Made.

Ephrata, Pa.

Goods Sold Direct to JOBBERS and DEALERS.

PAN AMERICAN

Registered

To Be Continued Next Issue.

Wedeles Brothers,

Florida Sumatra

182 E. Lake St. CHICAGO, ILL.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

DELA FLORA CUBAN STAR

GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

G. H. SACHS,
Manufacturer of **FINE CIGARS**
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

CIGAR DEALERS' ASSO. OF AMERICA IN ANNUAL SESSION

Col. M. W. Diffley is Elected President and Other Officers are Chosen. Resolutions Commending President Lane, Protesting Against Philippine Tariff Cut, Etc., Adopted.

[By wire to The Tobacco World.]

Chicago, Ill., Jan. 10.

The Cigar Dealers' Association of America met at the Sherman House in this city today in annual session. The President of the Association, Robert E. Lane, of New York, was unable to be present, and the chair was taken by Vice-President Holton. The most important business transacted at the session was the annual election of officers which resulted as follows: M. W. Diffley, president; Robert E. Lane, New York, first vice president; R. G. Fisher, Minneapolis, second vice-president; Henry Leopold, Chicago, secretary; Jacob Berolzheim, Chicago, treasurer.

Mr. Lane's name was first proposed by the nominating committee for reelection as president, but was withdrawn by Sidney J. Freeman, of New York, obeying instructions from Mr. Lane, who felt that he would be unable to occupy the chief office for another year. The following board of directors was elected:

Robert E. Lane, Sidney J. Freeman, T. J. Donigan, W. W. St. John, Fred B. Aschner, of New York; Henry Leopold, Jacob Berolzheim, Albert Breitung, Otto Schraeder, Edward Holman, Jacob Benner, O. B. Eisendrath, J. J. Dolan, Joseph L. Freidman, of Chicago; R. J. Fischer, of Minneapolis, and E. L. Smith, of Grand Rapids.

The convention opened with a large representation of delegates on hand who were welcomed by Albert Breitung, who expressed his gratification at the goodly attendance and hoped that all present would hear something of benefit to take back to their various locals.

Sidney J. Freeman, of the New York Association, responded to the address of welcome and read the annual report of President Lane. Immediately following this the following committees were appointed: Credentials, Mr. Breitung, Chicago, and Mr. Freeman, New York; constitution and by-laws, Henry Leopold, Chicago, and E. L. Smith, Grand Rapids; resolutions, I. Latzar, Ed. Kolman, Joseph A. Moos and Col. Diffley, of Chicago; nominations, Messrs. Dolan and Leopold, of Chicago, and G. L. Hutchinson, of Minneapolis.

These committees retired for conferences and the convention conducted an open discussion on association stamps. Testimony was given by a large number of the delegates as to the undoubted benefit resulting from the use of the association brand and it was decided that this end of the work would be pushed more vigorously during the coming year.

The committee on credentials here reported that fifteen cities were represented by delegates, with sufficient proxies to amount to representations from thirty-four cities.

After some discussion resolutions were unanimously adopted commending President Roosevelt for his efforts to check the trusts and to secure enlarged powers of the Interstate Commerce Commission. The general opinion of the convention seemed to be that the President is willing to do everything in his power to help along the independent movement, and has already shown such disposition by a number of his actions. A resolution was also adopted demanding the passage of the Hearst bill, and one commending the able administration of President Lane.

Arrangements were made for a strong protest to be forwarded to President Roosevelt and Congress against any reduction whatever of the present tariff rates on cigars and tobaccos from the Philippine Islands.

Secretary Henry Leopold reported that the association's liabilities were $2,800 at the first of last year, and had not only been wiped out, but there was a good balance on hand. He said that from the time of Secretary Case's resignation last year, the expenses were reduced from $400 to less than $100 per month.

After a brief consideration of the matter, it was decided to make no change in the constitution and by-laws.

The board of directors of the National Association met this afternoon and appointed the following standing committees:

Executive committee—President, M. W. Diffley; J. J. Dolan, Albert Breitung, Henry Leopold, Otto Schrader, all of Chicago. Finance committee—C. D. Alschul, Jacob Benner, Edward Kolman, Chicago; T. J. Donigan, Sidney J. Freeman, New York; Joseph L. Friedman, Chicago. Board of trustees—Albert Breitung, Henry Leopold, J. J. Dolan, all of Chicago.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia.
Hollard's

Ways and means were discussed to interest more manufacturers and dealers in the association stamp, and during the coming year their sale will be pushed under President Diffley's direction with renewed vigor.

President Lane's report, which was read by Mr. Freeman, was very interesting and contained many pertinent suggestions. It is as follows:

To the officers and members of the Cigar Dealers' Association of America, in convention assembled:

Gentlemen—Owing to the circumstances, over which I have no control, I regret that I can not be with you on the occasion of the third anniversary of our association, and although absent in person, you may be assured that I am with you in spirit and good will.

In the past year, as your executive officer, I have endeavored to promote harmony and loyalty in our association; neither praise or censure has influenced me to forget that harmony, the support of all institutions, must prevail in our ranks, that we may, when circumstances demand, present an unbroken front to our adversaries.

The reason that our efforts in carrying out the objects of our organization have not been crowned with greater success is known to you all.

That we are again free from debt is, I trust, a source of gratification to every member, as it certainly is to me.

As your executive, it is my pleasure to announce that our existence has not been in vain. We are now recognized as a power in the land, and so considered by every allied trade and industry, as well as by the highest public officials; and although we have been defeated in Congress in some cherished aims, we must not give up the fight. There is still hope, especially in the ultimate passage of a measure similar to the Otjen Tawney bill, which is to be introduced in Congress in the immediate future.

That we assisted, in a great degree, in securing the modification of the import stamp, must be considered as a decided victory for our association, and this was the first time that the trust has ever been defeated when seeking favors from the Government.

As your representative, I have also borne a part in the agitation against the reduction of the tariff on cigar imports from the Philippines, an agitation which we trust will prevent the American cigar industry being brought into competition with the coolie labor of the Orient.

Notwithstanding the activity of the trust, and its retail auxiliary, our members seem to have prospered as though oppression had instilled them with new life and ambition, and forced them to become, through their own exertions, more prosperous and successful merchants, rather than serfs to the whims and caprices of the trust, as that corporation desired.

It is my opinion that we should depend upon ourselves even more than we have in the past; we are strong in numbers, influence and knowledge of our business, and should not lean upon others and expect them to fight our battles, or even supply us with ammunition. Let us be like the sturdy oak, rather than the clinging ivy. Let us be men, furnish the funds, and carry on the war of agitation, education and publicity throughout the land.

Unity should be the watch-word impressed deeply upon the mind and heart of every member.

The allied trades have wearied of supporting the association, since the individual dealers have not made the most of their opportunities in the past. This matter, I trust, will be given earnest consideration at this convention, and it is earnestly hoped that some steps may be taken to continue our work through our own exertions.

The interest relaxed in certain local branches is to be regretted, and while the officers should not be hastily blamed, they must, to some extent, be criticized, and must bear this criticism as a part of their official burden, as they must regard themselves as servants of the organization, and not as masters. I feel that the lack of frequent meetings is the main cause of apathy.

Our sole revenue during the past year has been from the sale of the association stamps. That these have not been more generally used by independent manufacturers is due in a great measure to the fact that their purpose is not adequately appreciated by most of those who should be most deeply and sincerely interested in the success of our movement.

As your president, I desire to express my utmost confidence, which I believe is fully shared by every member of our organization as well as by the independent dealers, in the devotion of our Executive Committee to the cause which our association represents.

The cost has never been too great, the distance too far nor the time too precious for me, as president of the National Association, to assist in organizing or building up local associations; and during the past year, as your executive, I have always stood ready to aid or assist in every manner possible in the upbuilding of such local organizations.

In conclusion, I desire to congratulate the members of the association on the fact that while a few short years ago the pathway of the independent dealers and manufacturers seemed beset with difficulties, there is to-day a movement well-nigh world-wide in its scope to correct the abuses of the tobacco trust.

Practically every civilized nation is now moving against this giant monopoly.

In England, in Australia, in Canada, in Germany, in Austria, in Japan, in Italy, in Spain and in Cuba, as well as in the South American republics, steps have either already been taken, or are now under way, to check the further encroachments of this great, soulless trust, which has sought to capture the tobacco trade of the universe.

We, the pioneers of this movement, have every reason to feel that the people will not be content to long remain dormant in this endeavor to secure for every member of the trade the right to enjoy the liberty guaranteed by the Constitution of the United States of America.

Wishing the association every prosperity in the years to come, and trusting that my successor may enjoy the same loyal support that has been accorded my administration, I remain, Yours sincerely,
Robert E. Lane.

LOBERG.

OUR TWO BIG SELLERS

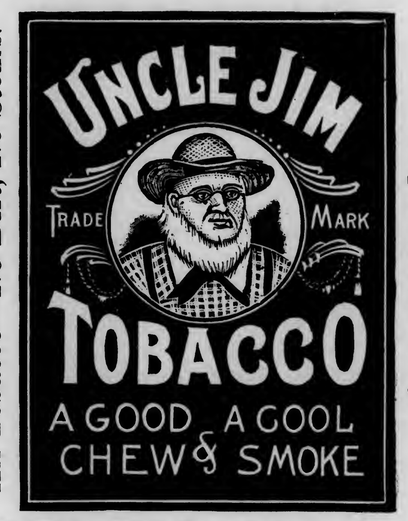
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

Good to Keep Good Cigars Good

Your Jobber will give you a Certificate covering small quantities, and when you accumulate Certificates showing purchases of 6,000 CREMO EXPORT Cigars, you will be entitled to one of these handsome Humidors free. :: ::

Size, 30 in. long, 22 in. wide, 25 in. high. Weight, 60 lbs.

THE above illustration is an exact representation of the Humidor in which **Cremo Export** Cigars are packed and shipped by the manufacturer. This Humidor holds 6,000 **Cremo Export** Cigars in boxes containing 100 cigars each. It is metal lined, metal covered, with strong brass lock, and heavy brass drop handles and brass trimmings, with moistener pad in top of lid, ventilator in each end, and attractively decorated in imitation cedar wood.

Each humidor is shipped in a wood case to protect it from being scratched or damaged in transit.

The purpose of the Humidor is to protect the cigars from the deteriorating effects of changes in temperature, and to preserve them in the same good order and condition in which they leave the factory. This it does perfectly for any length of time in any climate on the globe, until the last box is used.

Cremo Export Cigars are made only in Londres, which means a straight cigar, being practically the same size from end to end. This shape is more generally smoked than any other, the world over, which fact is a pretty convincing proof that it is the most popular as well as the most desirable shape in which cigars can be made.

If you serve your customer with a **Cremo Export** Cigar out of a Humidor, you give him the best five-cent cigar in the world in the best condition to please him and hold his patronage; if he is pleased with one he will be pleased with every one.

Send your jobber an order for 6,000 **Cremo Export** Cigars, and he will have them shipped to you direct from the factory in the Humidor, freight paid, and billed as 5,500, at $35.00 per thousand.

The CREMO CIGAR is by several times THE LARGEST SELLER IN THE WORLD.

ASK YOURSELF WHY?

TRADE QUIETER IN BOSTON.

American Tobacco Co. Will Pack No More Coupons for Massachusetts.

Boston, Mass., Jan. 8.

Trade with the retailers has quieted down considerably since the holidays. The sales of cigars by the box to the holiday buyers fell off, but the sales of pipes increased, there being plenty of calls for fine meerschaums.

The cigar manufacturers have started in working again, and the majority of drummers have started out on their routes, but the orders they are sending in show trade to be quiet, especially in the nearby towns.

The American Tobacco Co. caused considerable gossip this week by sending to both jobbers and retailers the following circular:

January 3d, 1905.

Several customers in Massachusetts have requested that we do not pack coupons in our tobaccos or cigarettes intended for shipment into Massachusetts. In deference to this desire, and because of the obvious inconveniences that would be incident to packing coupons in goods intended for some customers and leaving them out of goods intended for other customers, we have concluded to cease packing coupons into any of our tobaccos or cigarettes hereafter shipped into the State of Massachusetts. This, of course, does not apply to shipments made into the State of Massachusetts by or for customers whose places of business are outside of that State.

Chas. Stewart has been spending the week here doing some good work on Kismet, Brandy and Clawhammer plug tobaccos manufactured by Strater Bros.' Tobacco Co., Louisville, Ky.

S. M. Frank, of S. M. Frank & Co., pipe manufacturers, New York, and H. Burger, representing the Manhattan Briar Pipe Co., New York, were both here calling on the trade.

Postal cards have been received from Maurice Bondy announcing that he will call on the trade in a few days' time.

The wife of Charles L. Polep, the Hanover street tobacconist, has presented him with a bouncing baby boy. The event was celebrated by a grand spread on Thursday, which affair was attended by many tobacco men, among whom were Joe Manning, John McGreenery, Louis Jeselsohn, B. M. Wollenberg and S. A. Frank, L. Miller & Sons' Northeast representative.

N. Alfowich, of Alfowich Bros., spent the holidays visiting friends in New York.

L. Miller & Sons are doing good work here on their Kozy 2½ ounce package of cut plug, the sales of which are steadily increasing.

Geo. Harris & Co. are now operating the cigar store at the corner of Howard and Court streets, formerly occupied by the Goodwin Sisters.

The Mentor Co. has launched a new 10c Turkish cigarette on the market called Turkish Naturals.

H. White has purchased the cigar store at 1279 Tremont street, formerly owned by S. B. Klein.

J. Gordon, who operates a very fine cigar store opposite the Columbia Music Hall, has a fine window display this week of El Cafe and Grumbler cigars.

The Marlboro Cigar Co. is pushing Stahl's Smokers in every cigar store possible.

BEN ALI.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Jan. 10, 1905.

Fime.—M. L. Herzog & Co., 270 bales tobacco.

Havana—Jas. E. Ward & Co., 20 trunks cigarettes, 9 cases cigars; Can. Pacific R. R. Co., 2 do.

Liverpool—American Tobacco Co., 7 cases tobacco.

SUMATRA TOBACCO.

Str. Statendam, arrived Jan. 3:

(550 bales)

United Cigar Manufacturers	256 bales
G. Falk & Bro	81 "
F. Hirsch & Son	47 "
S. Rossin & Sons	45 "
E. Rosenwald & Bro.	33 "
Rothschild & Bro	28 "
L. Schmid & Co	15 "
E. Spingarn & Co	12 "
A. Cohn & Co	12 "
H. Duys & Co	8 "
B. & O. Ry	8 "
L. Friedman & Co	5 "

HAVANA TOBACCO.

Str. Morro Castle, arrived Jan. 3:

(1,809 bales; 278 cases; 1 bbl.)

Lichtenstein Bros	610 bales
Jas. E. Ward & Co	424 "
Greenhall Bros.	130 "
Hamburger Bros & Co	103 "
E. A. Kraussman	100 "
Leonard Friedman & Co	80 "
Rothschild & Bro	65 "
M. Perez & Co	58 "
F. D. Grove	50 "
American Cigar Co	40 "
E. Regensburg & Sons	39 "
S. Ashner	25 "
Selgas, Suarez & Co	23 "
Carl Upmann	15 "
R. M. Blake & Co	14 "
I. Bijur & Son	14 "
S. Rossin & Sons	10 "
Weil & Co	7 "
Calixto Lopez & Co	2 "
Jas. E. Ward & Co	278 cases
Jas. E. Ward & Co	1 bbl.

Str. Esperanza, arrived Jan. 7:

(351 bales; 1 case.)

Jas. E. Ward & Co	170 bales
The Hilson Co	48 "
J. Foyo	36 "
Hamburger Bros. & Co	34 "
A. Arens	20 "
S. Ruppin	20 "
M. Menendez	6 "
I. Bijur & Son	6 "
A. Murphy & Co	6 "
J. Bernheim & Son	5 "
Jas. E. Ward & Co	1 case

HAVANA CIGARS

Str. Morro Castle, arrived Jan. 3:

(244 cases)

Havana Tobacco Co	179 cases
Park & Tilford	17 "
G. S. Nicholas	15 "
Waldorf Astoria Segar Co.	9 "
L. J. Spence	5 "
Calixto Lopez & Co	4 "
Can. Pacific R. R. Co	3 "
Duncan & Moorhead	3 "
Acker, Merrall & Condit Co	3 "
National Cuba Co	2 "
G. W. Sheldon & Co	2 "
N. Y. Export & Import Co	1 case
W. R. Grace & Co	1 "

WILMINGTON JOBBER ASSIGNS.

S. Kasdin, a Wilmington jobber, was forced to make an assignment this week, with liabilities amounting to $3,000 and assets of about $300. Mr. Kasdin has been in business for some years.

GEORGE W. McGUIGAN,
Red Lion, Pa.
Maker of
High Grade Domestic Cigars
Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTEKIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

Factories: 26 and 517
L. E. Ryder,
9th District Penna.
Manufacturer of
..CIGARS..
For the Jobbing Trade Exclusively
LANCASTER, PA.
The Best Goods for the Least Money.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made **CIGARS**
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

HENRY GOTTSELIG & BRO.
No. 828 St. Joseph Street,
LANCASTER, PA.

Manufacturers of
High Grade Union Made
Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight. Samples and Particulars to Reliable People on Application.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER

Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS
LA CUBANA CIGAR FACTORY
No 463
ESTABLISHED 1871.
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY
DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION MADE
5¢ 5¢
MANUFACTURED BY A.B.CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
VAMPIRE

YORK WILL HAVE A GOOD YEAR.

What the Manufacturers Are Doing in this Busy Section.

York, Pa., Jan. 9.

The new year seems to be starting in surprisingly well with our local manufacturers, a large majority having opened for business again on Tuesday last.

A recent distribution of cigars said to have been made by prisoners in the York County Jail aroused the suspicions of the Internal Revenue officials and resulted in a visit to that institution last week by Superintendent Alexander, Assistant Superintendent Farrar, of Philadelphia, and Deputy Collector Liggett, of York.

Beyond the fact that large quantities of tobacco said to have been sent to the prisoners by their friends were found, nothing was developed. It is not yet known whether or not cigars were made from tobacco thus secured and sold in jail.

Samuel A. Stump, a former Red Lion cigar manufacturer, who is charged with forgery, will not be tried at this term of Court by mutual consent of counsel on both sides, the case having been postponed until the April term. The Grand Jury has found three indictments against the accused.

The new cigar factory being erected by M. Meyers is now under way and will be ready for occupancy early in the spring.

A new scrap manufacturing establishment has been organized here by M. Kats & Son, who are located at McKenzie and Howard streets.

The Hanover and McSherrystown manufacturers have opened the new year with excellent prospects.

A. F. Hostetter, of Hanover, reports 1904 to have been the largest year he ever had, and continues to push with old-time vigor the "Stage Favorite," the most popular brand of 5-cent cigars made at this factory, the sales of which are increasing steadily.

The Hanover Variety Works, printers of embossed cigar ribbons, labels and specialties, also had a very excellent year during 1904, and say that the prospects for continued good trade were never so bright as they are at this time.

T. I. Smith & Co., of Centennial, Adams Co., has opened a new union factory at Hanover. The business of the Centennial Cigar Co. has been sold by T. I. Smith to G. F. M. Smith, who will continue the business in the old factory premises. They will not, however, manufacture union-made goods.

H. J. Roth & Co., of McSherrystown, will erect a new factory building on Ninth street, near the Square, early in the spring, which is calculated to give them the much-needed increased facilities.

A. J. Brady & Sons, of McSherrystown, report to the writer this week that orders continue to come in most encouragingly for their "Stephen Crane" and "Robert E. Pattison" brands of 5-cent goods, as well as the "Havana Post" in the 10-cent variety.

The McSherrystown Cigar Co. are planning for the erection of a new cigar factory, to be built early this spring. During the few short months in which they have been engaged in business here they have done remarkably well and have already found it desirable to secure additional factory facilities.

George W. Parr, of Littlestown, is making a very aggressive campaign on his "Fernside" 5-cent cigar, upon which he was awarded a medal at the St. Louis Exposition last summer.

George A. Buddy and James A. Collins, lately trading as the Littlestown Cigar Co., have dissolved partnership. Mr. Buddy will continue business at the old factory building, while Mr. Collins will re-enter the trade on his own behalf at his former factory building in Littlestown. Mr. Buddy, however, has not yet fully decided whether or not he will continue under the old firm name of the Littlestown Cigar Co.

During 1904 H. F. Kohler, cigar manufacturer at Nashville, this county, had the most extensive trade he ever experienced. During the few short years in which he has been located there he has built up a reputation as a cigar manufacturer that will, no doubt, be a source of much benefit for many years to come.

PRIZES FOR WRAPPERS, LOTTERY.

Government So Decides, and Wisconsin Collectors are Up Against It.

Milwaukee, Wis., Jan. 6.

A certain tobacco factory here, which has been conducting a scheme consisting of the awarding of prizes in money to collectors of wrappers, will have to call it off owing to a ruling of the Government that the scheme is a lottery. Many consumers have formed clubs for the purpose of collecting the wrappers, and unless some way is discovered of evading the ruling, they are doomed to disappointment.

According to the scheme as presented at Washington, the company advertised that on a fixed date a sum of money in gold would be given those persons sending forty or more wrappers. The person sending in the largest number of wrappers was promised $300 and the next person $200. Other prizes were offered according to number of wrappers presented.

It is held by the department that the scheme comes under provision of section 2, act of July 1, 1902, because even after the wrappers have been presented there is an element of uncertainty as to what they are worth.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

FOR SALE—Established Retail Cigar and Tobacco Business doing a large trade; central location. retiring; investigate. Address Box 128, care of The Tobacco World, Phila. 10-26-tf

GOOD NAME FOR A CIGAR.—I am a newspaper man and have conceived a clever name for a good two-for-a-quarter retail cigar. It is a name of one word only. It is not the name of any place, person, animal or fabric, and will prove just as popular in Maine as in California or any intermediate point. I will sell this name for one hundred dollars Address BOX 34, NEW YORK PRESS CLUB

LIBERMAN'S
Latest Suction Machine

Adopted by the Leading Manufacturers.

Palm Rolling Essential to Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

LIBERMAN MANUFACTURING CO.
Manufacturers of
Cigar Machinery and Tools
240-42 North Third Street,
PHILADELPHIA, PA., U.S.A.

J. A. COLLINS. GEO. A. BUDDY.

The Littlestown Cigar Company

Littlestown, Pa.

Manufacturers of

STRICTLY UNION-MADE CIGARS

OUR LINE:

Lord Bute, The Buddy, Union Riders, Sweet Tips, Cuban Emulator, General Post, Pretty Nell.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market Street, Lancaster, Pa.

W. C. Jackson,

Manufacturer of

Fine Cigars

Factories No. 34 and No. 1596,

East Prospect,

Penna.

Correspondence with Wholesale Dealers and Jobbers Invited.

☞Telephone Connection.☜

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

SAM SHLEIFSTEIN SPIELS MIT SIENER FAMILIA.

Wooleverstettel, Pa., Dec. 30, 1904.

Ich hop shere net der tseit eich tzu schriva de wuch, ovver wile ich farsprucha hop yadura wuch tzu schriva, will ich duch a venich neichkata schicka.

Mere hen om Dinsdawk tswa sie gschlocht und en ux, de sie wora now maraguartic fet und hen ocht hunnert pund gawoga, des hut ovver warsht geva, und fimf stenner full schmoltz.

Ich bin fro os es farivver is wile de frau so grittlich wore, see hut butchera wella de lesht wuch we des duwock show im Philadelphy wore, ovver ich hop's net so sana kenna, while ich des show sana hop wella.

De weipsleit sin eva so opsonaud und mana mere monsleit missa yusht donsa wund se pifa, und won mere net duna, is der deivel loase in de kich; und doch hop ich see net feel blama kenna, while see bocka hen missa fer de Krishdawga. Der druvel is see mocha tzu feel kshis mit era schleck soch; do mus mince pie, hocha kucha und dtzund onnera sotta kucha kabocka sie, yusht wile de Sarah, unser elsta duchter en bow hut.

Weil ich gliech ein gavis net, ovver de mam mained ar ish galined mit guld, yusht wile eir bissel english schwetza kun, ovver ich hop era ksout des dut ken frau und familia enara, und ich hop sie fatter shund long kakend, ar wore der dumsht mon im township; ar hut amole en hinkle house kabowed und hut tswa lecher nie gamoched, en groses und ein glanis; des hut mere wenich spossich gagucht, no hop ich ein gfroked fer wos os ar de tswa lecher nie gamoched het; no hut ar gamianed—why du gross kup—es grosse luch is fer de grosse hinkle und es glayne luch fer de glana hinkle. Ich hop of course lacha missa, und de dseit wore ar mere a venich folsh, und hut gamained ar und sie kinder sin schmarter os mina, ovver on Mundawk ovet hen see en sot fun en entertainment kotta om greitzwake shule house, und while es shlita bowe so gude wor hop ich de fear schwartza aisel in der bluck shlita kspunned und hop de gonse wesh mit ganumma, yusht so os de weipsleit nimmy stutzich sie setta.

De Sarah hut den teacher gude kakenned und see hut ein kfroched fer sot fun en spelling class nuch in era program tzu do, see hut of course gavissed os see und era bow grufa data wora.

Well, es hut mich gude feela mocha yusht while era bow sie pap dat wore, so os see sana hen kenna os de Sarah awe ken glutzkup is und kun awe english schwetza. Es wore dennawake. Dare os de wotta ous gevva hut, hut es wort "Delight" de Sarah are bow gevva tzu spella, und ar hutz farfailed, sis not tzu de Sarah kumma. Se hut mich oblinked und ich hop der kup gnucked, see hut mich ferstona, no hut see es wort a pore mole ivver ksaut, no funged se so longsome awe gfunga, d-e-l-i-g-h t, recht secht dar wu os wort ous gevva hut. No secht ar Sarah moch now en sentence in english und use es wort "delight," des wore ordlich tough, ovver de Sarah hut era kup net farlora im excitement, no funges see aw. "De room is now dark, some one please turn on delight." Des wore era bow sie fatter tzu feela und ar is blitzlich hame gonga.

SAM SHLEIFSTEIN.

J. M. MITTLEMAN

Dealer in

Leaf Tobacco

No. 1619 South Street

PHILADELPHIA

Goods Sold in Any Quantity.

Open Evenings Until Nine o'clock.

THE AROMA THOUSANDS PRAISE.

Havana Box Aroma

$12 per Gallon.

ITS EQUAL UNKNOWN TO SCIENCE

Cincinnati Fruit Refining Company, Cincinnati, O.

C. S. COOPER,

Manufacturer of

Fine and Domestic Cigars

WEST EARL, PA.

J. B. Milleysack

Manufacturer of

Fine Havana Hand-Made CIGARS

615, 617 and 619 Lake St.

Lancaster, Pa.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 **Marietta, Pa.** Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar

☞Distributors Wanted Everywhere.☜

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

THE WEEK IN CHICAGO.

C. D. A. of A. Directors' Meeting Was a Pleasing Affair.

Chicago, Jan. 7, 1905.

The chief topic of interest in tobacco circles this week is, of course, the National Convention, scheduled for next Tuesday at the Sherman House, and of which a full report is given elsewhere in this issue.

But few business changes are noted thus far this year. Harry Allen, who for many years has been with W. F. Monroe, has resigned and will take charge of the new store of the First National Cigar Stores Company, which will be opened a few weeks hence in the Dearborn street side of the First National Bank Building. He is now at the company's stand in the rotunda of the building getting posted. George Renaud will be his successor with W. F. Monroe.

The directors' meeting of the Chicago branch Cigar Dealers' Association of America took place Wednesday night at the association rooms, at which time the new officers-elect were installed in a manner most creditable and pleasing to all. While the organization lays no claims to being a secret society, it was evident that both Former President Kolman and President-elect Albert Breitung were made to feel that they were victims of no small amount of merriment during the progress of the meeting.

One after another of the members arose, assuming a serious attitude, and criticized the official acts of Former President Kolman. After carrying the joke to a degree almost uncomfortable to that gentleman, a happy termination followed, when President Albert Breitung, in a neat little speech, expressed the true sentiment of the members and presented Mr. Kolman with a handsome gold watch as a token of the high esteem in which his efforts had been regarded.

On the other hand, Mr. Breitung had been generously "jollied" throughout the evening concerning the beautiful bunch of American Beauties that ornamented the table, which he was accused of having placed there in token of his great esteem for himself. This, too, finally proved to be but another expression of the high regard in which incoming President Albert Breitung was held by the members. Mr. Breitung is still enjoying the pleasant aroma of the flowers and has assumed his duties with full assurance of the hearty co-operation of his fellow-workers.

Louis P. Wiser, a well-known South Side cigar dealer, shot himself and then jumped into the lake last Thursday night. He left a note at the store stating that his body would be found at the foot of Fifty-third street, but gave no reason for the deed. He leaves a wife, but no children. His store at 103 Fifty-third street was a favorite resort for the wealthy citizens of his locality, and he had a very excellent trade.

The dealer who won't confess to a holiday trade considerably in excess of that of 1903 is as hard to find as the proverbial needle in the haystack. All lay stress on the increased demand for high-grade goods. While trade of course shows a marked contrast to that of the week preceding Christmas, the year has opened up in a good, healthful way, and everybody in the trade appears to be satisfied.

Colonel James G. Davis, who, with his son Graham, so ably looks after the western interests of Bondy & Lederer, has been elected financial secretary of the Chicago Press Club.

LOBERG.

—L. F. Naftzer, of Wichita, Kan., has purchased the cigar and grocery store of Casey & Garst, for $24,100, and will close it out at once.

INVESTIGATION IN WISCONSIN'S

Trade Says That Government Agents Have Not Begun Yet.

Milwaukee, Wis., Jan. 9.

The trade in this city is still waiting for something definite to come out of the report that President Roosevelt's special appointee to investigate the American Tobacco Company's operations would commence his work in this section. No one can be found in this city who will admit knowing anything definite, and the general opinion is that if the Government's agents are working around here they are going about it in a very quiet way.

Predictions were made by those who are anxious for the investigators to go as far as they like that Wisconsin would be found to be a very fertile field and one from which a gratifying bunch of sensations would be sprung. A daily paper made the following statement: "While no further announcement is made than that Wisconsin is to become the seat of early operations, it can safely be said that the chief point in this State that will be covered will be Milwaukee and Edgerton—Milwaukee as the field for manufacture, wholesaling and retailing; Edgerton as the seat of the tobacco growing industry."

A general canvass of the trade this week brought out a general round of denials that anyone had been approached and these denials bore every appearance of sincerity. A bona fide investigation conducted without fear or favor would undoubtedly cause a big agitation in the Wisconsin tobacco field.

Figures of interest to tobacco growers of Wisconsin are found in the annual report regarding the principal farm crops of the United States.

In a comparative table showing the prices for the different grades of tobacco grown in the United States, Wisconsin products are shown to rank fourth in point of price obtainable, being considerable in excess of the average price received by Ohio growers. While this State produces only the cigar type, used largely for fillers and binders, the quality has steadily increased, as the growers became more experienced, until at the present time Wisconsin tobacco stands well at the head among tobacco producing States, both as regards quality and quantity.

A notable feature of the 1904 tobacco crop, as shown by the table, is the very small percentage of the crop marketed up to December 20. Among the sections producing cigar tobacco the great binder and filler crop of Wisconsin was still hanging on the poles at that date, practically none having been stripped and very little sold.

BURLEY ASSO. MEETS IN SECRET

Get Together in Cincinnati to Make Good Subscriptions Lacking.

Cincinnati, Ohio, Jan. 5.

Between thirty and forty members of the Burley Tobacco Growers' Association, which has been maturing its plans for some months to gain control of the entire burley market in competition with the combine, held a secret meeting in Cincinnati this week. None of the members registered at any of the hotels, and the utmost secrecy was observed. It was stated that the object of the meeting was to make good a few subscriptions that had fallen down and fill out the required amount of half a million dollars.

To the correspondent of the "Tobacco World" President W. B. Hawkins, of Lexington, Ky., said: "I cannot give you the details of the meeting, but you may say that our work will be consummated in a few days, and not until then will the public know what transpired. The members are pledged to secrecy." From other sources, believed to be reliable, it was ascertained that efforts

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Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
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Branch Office,
Reading, Pa.

Choice of the Market
10¢
5¢

Manufactured by
JOHN J. ESHELMAN
READING, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

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Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

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We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

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Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
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D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
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FINE SUMATRAS a specialty. YORK, PA.

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Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

will be immediately made to have Cincinnati financiers put up the balance of the guarantee fund, which is supposed to be in the neighborhood of $150,000. Those present at the meeting were President W. B. Hawkins, Lexington, Ky.; Judge George Payne, bank president, Georgetown, Ky.; Judge J. W. Hughes, Harrodsburg, Ky.; Mr. Adams and five other members of Cynthiana, Ky.; Hon. June Gayle, Owenton, Ky.; Henry Loudon, J. F. Young, Frank P. Hite, Brown county, Ohio; Edgar Ellis, Harry Stillman, Archie Stewart, John F. Shuff, Cincinnati; O. P. Williams and H. Pen Williams, Clermont county, Ohio; Colonel Waller Sharp, Sharpsburg, Ky.; Fred Stucey, Ghens, Ky.; C. B. Sullivan and Senator John Newman, Woodford county, Ky.; M. R. Barker, Carrollton, Ky.; Nath. Ridgeway, Falmouth, Ky.

BUHRMAN.

PRICES TOO HIGH IN LANCASTER.

Many Leaf Purchasers Won't Buy at the Present Stiff Rates.

Lancaster, Pa., Jan. 9, 1905.

There was more activity in the leaf market in this city during the past week than was expected, and a fairly good local trade was done, although no large transactions were reported. The severe storms of the past week have interfered somewhat with the buying of the new crops, but it is believed that a major portion of these crops have already been secured.

The prices are running high and quite a few local packers declare that they will not undertake to buy any goods at the present high mark. Not a little trouble has already been experienced with the new goods. It appears that considerable damage has already developed, owing, it is believed, to the fact that soon after the tobacco was placed in the drying sheds the cold season came on and some of the tobacco was frozen before it was thoroughly cured.

It is known to be a fact that in a number of tobacco sheds water dripped through to the floor, indicating the excess of moisture. Of course, the tobacco that has thus far been received at the packing warehouses was undoubtedly the poorest among the lots, for the reason that the tobacco last put into the sheds, some of which may have been slightly nipped with frost, was the first to be taken down, stripped and brought to the warehouse. It has, however, had a discouraging effect, and some of the packers are feeling ill at ease in consequence.

The exact output in numbers of cigars in this district for the month of December was 59,882,000, which was 908,000 more than during the month of December of 1903, with a total output for the year of 1904 of 775,250,000.

The fitting season among the local leaf packers is now about over, and the changes were less numerous this year than some previous years. E. M. Cohn & Co. have removed, as was stated in these columns some time ago they would, from West James and Prince streets to their old headquarters on Chestnut street near Duke. Cohn's old building is now being occupied by the leaf department of the American Cigar Co.

Kramer & Goldberg are now in full possession of the warehouse adjoining their premises, which was formerly occupied by Cullman Bros. John F. Brimmer has removed from 230 North Queen street to the Baumgardner warehouse. Samuel Sissel has moved into the warehouse just vacated by Brimmer. Charles Tole & Co. have removed from West James and Prince streets to 232 North Queen street.

The tobacco growers in the vicinity of Washington borough are complaining that they have considerable difficulty in getting their tobacco from the poles, owing to the lack of warm rains to moisten it, and for that reason it is likely that some of them will be late in delivering their crops to the warehouses.

A. W. Mentzer, the veteran cigar manufacturer and dealer in general merchandise at Ephrata, has retired from business. Mr. Mentzer has had a long, useful and successful career, extending over a period of 49 years. The business, however, will be continued by his three sons—viz., Dr. J. F., H. S. and J. G. Mentzer, who have for many years associated with their father in business. They will continue under the old firm name of A. W. Mentzer & Sons.

READING SHOWS UP WELL.

Output Larger Last Year, and Manufacturers are Still Busy.

Reading, Pa., Jan. 9.

Reading is justly proud of its fine showing in the cigar output during 1904. The figures for the year for this division of the First district were 162,000,000, as compared with 143,000,000 during 1903, an increase of 19,000,000.

There have been few business changes made here at the first of the year.

The Fleck Cigar Co., Ltd., of this city, has contracted for the manufacture of a large line of goods for Fleck & Co., cigar distributors at Philadelphia, which is regarded as a very desirable line of business.

H. Rindskopf has succeeded the American Leaf Tobacco Co., at Fifth and Washington streets, Reading, and has removed his entire business to that address. Mr. Rindskopf commenced business here a little more than a year ago, and has made remarkably good progress.

The cigar manufacturing firm of Shively, Miller & Co., at Pottstown, is dissolving, Messrs. W. H. Sassaman and C. F. Shively retiring from the firm. Mr. George Miller, the senior member of the firm, will continue the business at the old stand. He also retains the services of Mr. Jacobs, who has for many years been the firm's bookkeeper and confidential man. In addition to the manufacture of cigars, the company will also engage more extensively in the manufacture of scrap tobacco.

Roesh Bros. report business very good. They boast of a distinction enjoyed by but few—that their "Indian Ax" 5-cent cigar is sold in every cigar store, drug store, restaurant and news stand in and about Pottstown. Their "Bronze Medal" 10-cent cigar is fast getting to be a leader in Jersey City and New York.

A. Keely & Son, of Phoenixville, report that the outlook for this year is very good, and that the jobbing trade is holding out nicely.

De Wan Bros., cigar manufacturers, will this week resume active operations in the marketing of their "Overholt" 5-cent cigars and say they see good prospects ahead.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
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WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent *CIGARS*
Samples and Prices Sent to Responsible People.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

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Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS
Correspondence with Wholesale and Jobbing Trade Invited.

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WRITE TO
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ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

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MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader:
WEALTH PRODUCER. Fine Cigars
'RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

USED TWENTY YEARS WITHOUT A FAULT.
Havana Flavor
Purely Vegetable. $12 per Gallon.
DO NOT EXPERIMENT WITH OTHERS.
Cincinnati Fruit Refining Co., Cincinnati, O.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

Leaf Tobacco Markets.

CONNECTICUT VALLEY

The storm of last week enabled the farmers to get the most of their tobacco from the poles, and the stripping is well along We can see no reason now for the assorting shops to shut down, at least, for the want of tobacco to assort, provided the buyers and growers can come to an agreement as to the amount of money that will be required to move the crop. If the price should rule high it will take a longer time to buy up the crop and require a deal more haggling.

Our correspondents write:

Westfield, Ct.: "The rain and fog of this week enabled farmers to take down some of their tobacco, although it was not quite warm enough to get into first-class shape. But it could be handled very well. No sales to report as yet."

South Deerfield, Mass.: "It is reported that Charles Williams & Son have sold their crop in the bundle at private terms, about ten acres."

West Suffield, Ct.: "Leading tobacco growers here have formed a society for the improvement of the tobacco and other farming industries. The idea is to learn and introduce the best methods of cultivation, particularly of tobacco, for the excellence of which this district already has a good reputation."

East Hartford, Ct.: "Growers have been making the most of the damp spell and have been hustling about taking down the rest of their crops. Hired help is at a premium for this work. Nearly the whole crop is now down."

New Milford, Ct.: "Farmers have been hindered in getting down the tobacco by the scarcity of help and several hired women to do a part of the work. The crop is now practically all down."

Windsor, Ct.: "The crop is now ready for stripping and sorting, thanks to the wet spell. Some large growers worked all night."—Amer. Cultivator.

EDGERTON, WIS.

Interest now is centered largely in the new crop which the growers are hurriedly preparing for market. Another season of casing weather during the week has afforded an opportunity of removing the leaf from the curing sheds and stripping is being pushed as rapidly as possible in the country districts. Now that the great bulk of the crop is down and in condition for a critical examination buyers are venturing out again and a resumption of the buying movement is confidently expected.

A few deliveries have commenced to arrive at the warehouses and enough is already stripped to start warehouses handling at several market points the coming week, and others will follow shortly, Packers who have contracts booked for large acreage are anxious to get the assorting business under way. The United Cigar Manufacturers will begin handling the crop at Edgerton, Viola and Postage the coming week.

Old leaf is still being vigorously hunted in country hands and the movement shows but little dimunition, though the remnants left are continually being reduced, with a prospect that it will be lifted at low prices. Mrs. Lee sold 24cs '03 at 5. 2 and 1c.

Reports coming from the western portion of the State are that growers were not so fortunate in getting down as large a portion of the hanging crop last week as in this locality.

Shipments were 588cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in Dec. were	169	hhds
Sales " " "	267	"
Shipments in" "	868	"
Total stocks Jan. 1, "	1,049	"

Buyers' stocks, Jan. 1, 293 hhds; Sellers' stocks, 756 hhds.

There were no transactions during Christmas week. Our receipts for two weeks were 11 hhds, offerings this week 17 hhds, sales 13 hhds. Market unchanged. We have had one rainy spell which enabled tobacco to be taken down in the barns but it turned off cold, and but little stripping has been done.

The actions of the Dark Tobacco District Planters Protection Association has greatly restricted sales of loose crops, but sales have been made here and there. The Association is now contracting with dealers to prize the crop and propose holding it in that form until it realizes its ideas as to prices. The preparation of leaf for the British markets promises not to be large, and prices paid for loose crops are far above the parity of the prices in these markets for strips and dried leaf.

For Old Tobacco, we quote:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.75	to	5.50
Common Leaf	5.75	to	6.75
Medium Leaf	7.00	to	8.00

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CIGAR LABELS
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VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SOLID OR DRAWABLE
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Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
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Established 1877 New Factory 1904
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Steam Cigar Box Manufacturer
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INLAND CITY CIGAR BOX CO
Manufacturers of
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Dealers in
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MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

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LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's 5c. Tobacco Cipher.
Hopkinsville, Ky.

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Special Designs
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MAKER OF
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Private Designs a Specialty
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Are All the Rage.
We have them in large variety. Send for Samples.
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LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

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Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
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Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want
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W. D. SAHM'S
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Ask for Samples AKRON, PA. Correspondence Solicited

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Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
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Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Cable Address, "CLARK."
Clarksville, Tenn.

Business Changes, Fires, Etc.

Georgia

Atlanta—J F Williams, cigars; petition in bankruptcy.

Idaho

Troy—J Knutson, cigars, etc.; real estate mtge., $1,500.

Indiana

Indianapolis—Chas H Sullivan, cigars; sold out.

Iowa

Sioux City—J Kokenes, cigars; damaged by fire——W F Blaine, cigars; sold out.

Massachusetts

Cambridge—Leavitt & Pierce, cigars, etc.; incorporated under Massachusetts laws as Leavitt & Pierce; capitalized at $5,000.

Chicopee Falls—O J Moshier, cigars, etc.; chattel mtge., $535.

Minnesota

Duluth—G. Blackwood, cigars, etc.; damaged by fire, insured.

Mississippi

Vicksburg—J F Jones, cigars, etc.; damaged by fire.

Missouri

Joplin—Davidson & Cameron, cigars; succeeded by E L Davidson.

Kansas City—H S Shoemaker, cigars; sold out.

New York

Newburgh — Frank Karp, tobacco; assigned.

Ohio

Cleveland—Chas P Schuttheim, cigars; assigned——C M Van Pelt, cigars, etc.; petition in bankruptcy.

Dayton—J H Barrett, retail cigars and tobacco; discontinued.

Oregon

Pilot Rock—G Cannon, cigars, etc.; real estate mtge., $500.

Pennsylvania

Scranton—P H Hartman, cigar manufacturer, judgment, $1,500.

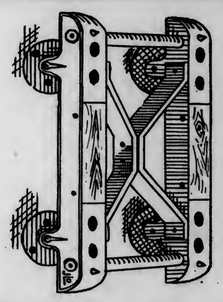
Tennessee

Memphis—J Samuelson & Co., wholesale cigars and tobacco; sold real estate, $3,500.

Wisconsin

Fond du Lac—J S Hall, cigars; attached.

—The cigar store of Arnold Jaeger, in Dubuque, Ia., has changed hands, the new proprietors being Alvin Agard and John LaBarge. The former has been identified with the store for some time.



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It won't leave its position on the floor when a case falls on it.
If you have an old wooden truck, or none at all, this is the Cheapest and Best Truck made. Write at once to
JOHN L. DARON,
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Scraps & Siftings
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Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

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KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

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SPECIAL SALES OF LEAF TOBACCO
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Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
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Sole Owners and Manufacturers,
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WRITE FOR SAMPLES AND PRICES TO
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Manufacturing Chemists
92 Reade Street, NEW YORK.
The First to Manufacture Sweetener in the United States
GLYCOSINE
550 Times Sweeter than Sugar
Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

Combination SCRAP --Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.
J. L. METZGER
Tobacco Co.
Dealers in LEAF TOBACCO
LANCASTER, PA.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

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SKETCHES AND QUOTATIONS FURNISHED
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Ten Cent Cigar

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York, Pa.
Manufacturer of
Fine Cigars Exclusively

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C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

M. H. Clark & Bro Cable Address "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Business Changes, Fires, Etc.

Georgia

Atlanta—J F Williams, cigars; petition in bankruptcy.

Idaho

Troy—J Knutson, cigars, etc.; real estate mtge., $1,500.

Indiana

Indianapolis—Chas H Sullivan, cigars; sold out.

Iowa

Sioux City—J Kokenes, cigars; damaged by fire——W F Blaine, cigars; sold out.

Massachusetts

Cambridge—Leavitt & Pierce, cigars, etc; incorporated under Massachusetts laws as Leavitt & Pierce; capitalized at $5,000.

Chicopee Falls—O J Moshier, cigars, etc.; chattel mtge., $535.

Minnesota

Duluth—G. Blackwood, cigars, etc.; damaged by fire, insured.

Mississippi

Vicksburg—J F Jones, cigars, etc.; damaged by fire.

Missouri

Joplin—Davidson & Cameron, cigars; succeeded by E L Davidson.

Kansas City—H S Shoemaker, cigars; sold out.

New York

Newburgh — Frank Karp, tobacco; assigned.

Ohio

Cleveland—Chas P Schuttheim, cigars; assigned——C M Van Pelt, cigars, etc.; petition in bankruptcy.

Dayton—J H Barrett, retail cigars and tobacco; discontinued.

Oregon

Pilot Rock—G Cannon, cigars, etc.; real estate mtge., $500.

Pennsylvania

Scranton—P H Hartman, cigar manufacturer, judgment, $1,500.

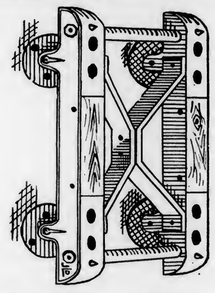
Tennessee

Memphis—I Samuelson & Co., wholesale cigars and tobacco; sold real estate, $3,500.

Wisconsin

Fond du Lac—J S Hall, cigars; attached.

—The cigar store of Arnold Jaeger, in Dubuque, Ia., has changed hands, the new proprietors being Alvin Agard and John LaBarge. The former has been identified with the store for some time.



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Made of MALLEABLE IRON, and fitted with STEEL ROLLER BEARINGS.
It won't leave its position on the floor when a case falls on it.
If you have an old wooden truck, or none at all, this is the Cheapest and Best Truck made. Write at once to
JOHN L. DARON,
Care of Box 184, York, Pa.

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

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promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. *Address,*
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774 F Street, N. W., WASHINGTON, D. C.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

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Auctioneers and Commission Merchants
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PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
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238 Arch Street, Philadelphia.
TELEPHONE 1561
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PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
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Sole Owners and Manufacturers,
RACINE, WIS. U S A.

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Manufacturing Chemists
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The First to Manufacture Sweetener in the United States
GLYCOSINE
550 Times Sweeter than Sugar
Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

Combination
SCRAP
--Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.
J. L. METZGER
Tobacco Co.
Dealers in LEAF TOBACCO
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Established 1889,
Manufacturer of High and Medium Grade
Cigars
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814-826 LAWRENCE ST.
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SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS
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MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

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E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
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KEYSTONE CHEMICAL CO.

MANUFACTURERS OF

Cigar and Tobacco Flavor, Sweetener, Etc.

HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

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Maybe not today or tomorrow, but some day soon

You'll need them quick!
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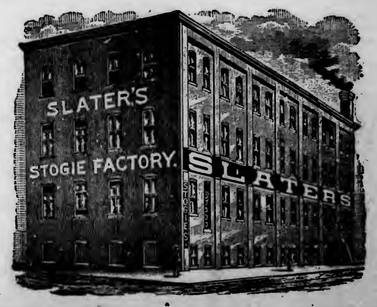
Manufacturers of Hand-Made

LONG FILLER STOGIES

Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



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THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXV., No. 3.

PHILADELPHIA, JANUARY 18, 1905.

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THEN

give us a Chance. We're in business to stay, not to pump out of a customer every possible cent that is shining—that's like the man who killed the goose that laid the golden eggs.

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that Sumatra, Havana and all kinds of Domestic Leaf are here in full stock, and when you lay in this year's supply get our prices. You will thank us for them later.

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C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

THE TOBACCO WORLD

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Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar
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WHITE CHIEF
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5¢
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Clean as the food you eat
Vesper CIGAR 5

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Manufacturers,
615 Market St., Philada.
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NAPOLEON 5¢
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Manufacturers of
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419 Locust St.
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Factory No. 909. Bell Telephone 4836–A.

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A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
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PHILADELPHIA, PA.

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In 1901 the Bureau made a survey of the soils around Willis, at the same time investigating the condition of the tobacco industry, and especially the relations of the quality of the leaf to the soil producing it. The tobacco interests were then found in a languishing condition. From a maximum acreage of 1,000 acres planted in 1898, the plantings had declined to 500 acres in 1899, and thence to less than 100 acres in 1901; and the growers although needing some crop, like tobacco, in which to specialize, had become very much discouraged. The causes assigned by the Bureau's agent for the decline in the production of this crop were mainly two—the lack of knowledge among the growers as to the methods of handling the crop, and the peculiar market conditions always to be met with in a trade so highly specialized as the tobacco trade. However, an important result was the discovery that the type of soil had a marked influence on the quality of leaf produced, and that the leaf grown on the type given the name Orangeburg sandy loam (a reddish or grayish sandy loam with a red clay subsoil) possessed a much finer aroma than the leaf grown on any other soil in the area.

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This crop has been sold and distributed among the pricipal cigar manufacturers of the country who have expressed practically unanimous satisfaction with the leaf. It is the general feeling of the trade that this tobacco will fill an important place in the market, if produced in sufficient quantities and at reasonable prices. The tobacco being an entirely new product, and having at present time no fixed status in the market, it is to be expected that its introduction will be more or less slow and tedious, and the growers of this Texas leaf must not at first look for the highest prices.

The value of this tobacco, as far as the Bureau has informed itself to the present time, varies considerably, the prices for the finished product ranging from 25 to 40 cents a pound, according to the grade and quality of the leaf, but the grower can not expect to obtain at the outset more than 15 or 20 cents for the unfermented leaf. From computations based on the past work of the Bureau, it is estimated that the cost of growing the tobacco, under normal conditions, should not exceed 10 cents a pound. The average yield is estimated to be 600 pounds or more per acre.

During the past two years the Bureau has also conducted experiments in Perry County, Alabama, and in Darlington and Orangeburg counties, S. C., upon the same types of soil as in Texas.

The tobacco grown in Alabama, while not considered quite so good as the Texas product, meets with much approval from the trade, but the leaf so far produced in South Carolina is pronounced less satisfactory, and while the Bureau will continue its experiments in that State on a small scale, in the hope that methods for the improvement of the leaf product there may be discovered, it does not for the present recommend that the farmers enter into its production.

Inquiries regarding the cooperation of the Department in the leaf growing of tobacco in any of these areas, may be made of the Chief of the Bureau of Soils, or of G. T. McNess, the chief tobacco expert of the Department in Washington, or W. M. Hinson, expert in charge of the work in Texas, whose present headquarters are at Nacogdoches, Texas.

TARIFF CUT WOULD WORK INJURY.

Cincinnati Seed Leaf Board of Trade Explains Why.

Cincinnati, O., Jan. 13, 1905.

Editor Tobacco World:

The cigar leaf trade and the cigar manufacturers of Cincinnati and the First Internal Revenue District of Ohio, in common with their colleagues in other parts of the country, are much concerned about the proposal to reduce the tariff on cigars and tobacco from the Philippines to 25 per cent of the present tariff rates.

This industry has been for years singularly harassed by legislation affecting the national revenues, and which does not by far obtain to the same extent in any other branches of industry.

The tariff on imported leaf tobacco and cigars, excessive as it is on some kinds of leaf tobacco, is recognized as necessary. The trade has adapted itself to the conditions, but it requires stability both in the tariff and the administrative features thereof, to insure continued success as a prosperous business and a national revenue producer.

With the enactment into a law of the contemplated reduction to 25 per cent on all tobaccos and cigars coming from the Philippines, there can be no question but that everyone connected with the industry down to the humblest worker, both in shop and field, would be very materially injured and in many cases ruined. Every workman in cigar factories, every farmer, both land owners and tenants raising cigar leaf tobacco, would unquestionably have to abandon the manipulation and cultivation of cigar leaf tobacco, and to that extent depreciation in the value of tobacco lands would follow.

Cheap land, the cheapest kind of labor, both of which everyone must admit exist in the Philippines, coupled with a tariff of but 25 per cent of present rates, are the factors that will afford the aforesaid undesirable conditions.

It has been amply shown that Philippine cigars and tobacco can be laid down in the United States under the 25 per cent rate at prices with which no dealer in tobacco and no manufacturer of cigars can possibly compete.

The standard of wages and cost of living in the United States bears no comparison to the simpler necessities of the Philippines, and any discrimination in favor of the so called "poor Filippinos" that works a hardship on a deserving class of our own people is a violation of that sense of justice which has always characterized the American people.

The Seed Leaf Tobacco Board of Trade of Cincinnati.

JULIUS C. FREI, President.
JNO. STAUN, Secretary.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
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During the past two years the Bureau has also conducted experiments in Perry County, Alabama, and in Darlington and Orangeburg counties, S. C., upon the same types of soil as in Texas.

The tobacco grown in Alabama, while not considered quite so good as the Texas product, meets with much approval from the trade, but the leaf so far produced in South Carolina is pronounced less satisfactory, and while the Bureau will continue its experiments in that State on a small scale, in the hope that methods for the improvement of the leaf product there may be discovered, it does not for the present recommend that the farmers enter into its production.

Inquiries regarding the cooperation of the Department in the growing of tobacco in any of these areas, may be made of the Chief of the Bureau of Soils, or of G. T. McNess, the chief tobacco expert of the Department in Washington, or W. M. Hinson, expert in charge of the work in Texas, whose present headquarters are at Nacogdoches, Texas.

TARIFF CUT WOULD WORK INJURY.

Cincinnati Seed Leaf Board of Trade Explains Why.

Cincinnati, O., Jan. 13, 1905.

Editor Tobacco World:

The cigar leaf trade and the cigar manufacturers of Cincinnati and the First Internal Revenue District of Ohio, in common with their colleagues in other parts of the country, are much concerned about the proposal to reduce the tariff on cigars and tobacco from the Philippines to 25 per cent of the present tariff rates.

This industry has been for years singularly harassed by legislation affecting the national revenues, and which does not by far obtain to the same extent in any other branches of industry.

The tariff on imported leaf tobacco and cigars, excessive as it is on some kinds of leaf tobacco, is recognized as necessary. The trade has adapted itself to the conditions, but it requires stability both in the tariff and the administrative features thereof, to insure continued success as a prosperous business and a national revenue producer.

With the enactment into a law of the contemplated reduction to 25 per cent on all tobaccos and cigars coming from the Philippines, there can be no question but that everyone connected with the industry down to the humblest worker, both in shop and field, would be very materially injured and in many cases ruined. Every workman in cigar factories, every farmer, both land owners and tenants raising cigar leaf tobacco, would unquestionably have to abandon the manipulation and cultivation of cigar leaf tobacco, and to that extent depreciation in the value of tobacco lands would follow.

Cheap land, the cheapest kind of labor, both of which everyone must admit exist in the Philippines, coupled with a tariff of but 25 per cent of present rates, are the factors that will afford the aforesaid undesirable conditions.

It has been amply shown that Philippine cigars and tobacco can be laid down in the United States under the 25 per cent rate at prices with which no dealer in tobacco and no manufacturer of cigars can possibly compete.

The standard of wages and cost of living in the United States bears no comparison to the simpler necessities of the Philippines, and any discrimination in favor of the so called "poor Filippinos" that works a hardship on a deserving class of our own people is a violation of that sense of justice which has always characterized the American people.

The Seed Leaf Tobacco Board of Trade of Cincinnati.

JULIUS C. FREI, President.
JNO. STAUN, Secretary.

INTENTIONAL SECOND EXPOSURE

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1845

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* Tobacco

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA TOBACCO

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

HAVANA AND SUMATRA SEED LEAF TOBACCO

112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco

118 N. 3d St. Phila.

K. STRAUS A. LOEB

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN HAVANA LEAF TOBACCO

301 & 303 NORTH 3rd ST.

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street,

PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

AND

Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

IMPORTERS of

Young & Newman, Sumatra & Havana Y&N

217 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.*

The Old Salesman's Musings.

CURB YOUR IMAGINATION.

There was once a circus which fell by inheritance to a man who didn't know anything about circuses, but had ideas on everything. This man looked the show over after he had taken hold, and sized it up as a fair, average circus. He had a confab with his press manager, and took this position:

"See here; I am tired of seeing these glittering lithographs which promise all sorts of impossible things, and make any number of absurd claims. This is a pretty good show, but it isn't any wonder of the world, and we're going to take the public into our confidence and tell them just exactly what we have. When they come, and discover that, if anything, we have under-promised, we'll get to be the most popular show on the road.

"We haven't got three rings, and we aren't going to say so. We've got one elephant, not seven, four monkeys, not two cages full. Our acrobats are clever, but they're not the greatest in the world. The women trapeze artists are well worth seeing, but they aren't unique.

"I simply want you to go over our advertising literature with a fine tooth comb and revamp it until we've simply got a straightaway outline of what really comes off."

The press man shook his head and shrugged his shoulders, but he knew the folly of trying to convince a man who doesn't know anything about it, so he went ahead.

The lithographs and posters were a curiosity, from a circus standpoint, and the public didn't know how to take them at all. The majority of them apparently made the usual discount from the face value of the promises, and, figuring up the result, decided that they would wait for the next show. Business for three months was simply rotten, and made such a heavy drain on the wise man's bank account, that he finally had a quick heart to-heart talk with the press man, and gave him carte blanche. That foxy gentleman made not a single change in the performance, but got out a new set of lithographs. Business immediately picked up and made good, not only in strange towns, but on return dates, proving that the patrons of the show did not consider that they had been fooled.

All of which goes to say that you must put a certain amount of hot air into circulation to make good. As Pete Dailey sings in "A Little of Everything," You Wont Do any Business if you Haven't Got a Band." That sterling line that we all used to scratch bum copy book imitations of—Honesty is the Best Policy—is considerably elastic now-a-days, and practically every man in business is apt toexpand his statements to suit the occasion.

You have to hypnotize a man to a certain extent, to sell him goods now-a-days, and the modern advertisement is a part of the process. Show a man a certain article, and let him examine it thoroughly without comment on your part, and if he is not already eager and ready to buy such an article, you will propably not make a sale. Go at the man with a clever advertisement, and he is interested at once, it doesn't matter whether the ad. is verbal or printed.

The advertisement may boom the article to the skies, but if there is a reasonable percentage of truth in it, the man will not feel that his confidence has been abused. If your advertisement confined itself to the mere statement of bald facts, it wouldn't attract for a cent.

It is in the proper combination of truth and fancy that the value of advertising lies, and the most successful advertisers are those whose judgment is the best in determining this proportion.

The man who lays it on with a paint brush defeats his own purpose and soon acquires a reputation by which the people to whom he makes appeal undervalue the grain of truth that does really exist in his statements.

A certain business man in Philadelphia got into a habit not long ago of exaggerating greatly, everything that he said or printed about his business. The habit grew until it was beyond all bounds and was doing him an amount of harm with his old established trade which was by no means made up by the new business resulting from these methods.

He had a department store on a small scale, and it got so bad that when he happened to have two blankets of an odd lot left over that he wanted to sell quick, he would advertise "A thousand Navaho, superfine blankets come to our hands as the result of a mistake in the invoice. We are keeping them and standing the loss. Our customers benefit. As long as they last today at $3."

One day a couple of old time friends of his stopped in to see him. They hadn't seen each other for some time but had corresponded. The merchant was proud of the business he was doing and began to talk fulsomely about it. His friends were politely interested and asked questions, but always after the department store man had finished a remark, the others would fall into a minute of silent meditation, moving their lips as if calculating.

The merchant noticed it and finally asked about it. "What's the matter with you boys?" he said. "What do you do that for?"

"Oh, nothing," was the answer. The conversation was continued and in a little while the merchant asked again:

"Tell me why you do that? You make me nervous."

"Well," said one of the visitors hesitatingly, "we are just translating you as we go along. We have discovered that it is safe to reduce it to seventeen and a half per cent to get facts."

The merchant was rather inclined to get mad but they laughed at him and then gave him a good talking to. They told him that everybody was getting on to him, that his statements published or otherwise were winked at and laughed at, and that it was up to him to work a quick reformation.

The merchant had sense enough to take their advice, secured the services of a clever advertising man who knew his business, and is building up a reputation for reliabilty. All of which can be summed up in the pithy statement that you can go as far as you like, as long as that isn't too far. THE OLD SALESMAN

La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS

10c.—UNCLE JOSS—5c.

York Nick---5c.---Best Known

Two Cracker Jacks—Two for 5c.

Oak Mountain Bouquet---Boston Beauties

Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.

Capacity, 25,000 per Day. Telegraph—York, Pa.

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,

Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,

Southeast Corner Second and Market Streets,

Camden, N. J.

THE REALM OF THE RETAILERS

SAYS CIGARS ARE NOT SO GOOD NOW.

"I WENT into a cigar store the other day to buy a cigar," says a writer in a New England paper, "and I saw some lying in the case that were quite popular a few years ago, but which are not bought very extensively at the present time. The dealer told me that he had had several thousand during the days of their popularity, and that these were some that were left of the lot.

"He added that while they were but an average cigar at the price when they were first placed on the market, that they now were really much better, from the fact that they were made before the revenues were raised. He claimed that the cigars made since the raise in revenue are not of the same quality or material that they were before, and that the cigar referred to was therefore a better cigar than others at the same price.

"The cigars of to-day are not quite what they were a number of years ago. A few years ago it was almost impossible to get a five cent cigar that was fit to smoke, but at the present day, in spite of the fact that it is claimed it costs more to smoke a cigar, the five cent cigars have greatly improved in quality. Every now and then a new five cent cigar is placed on the market, and as a general rule it is pretty safe to buy them when they first come out. If you follow the scheme up, you will be pretty sure to get a good cigar at a reasonable rate.

"Pittsburg stogies seem to be rather popular. A prominent cigar dealer tells me that he sells hundreds of them a month, the most of them being sold by the box. If the right kind of a stogie is bought, it makes a good, clean smoke, and one can afford to consume several of them a day without any pangs of conscience. It would be surprising to learn just how many of these stogies are used in a day by people who can well afford to buy ten or even fifteen cent cigars. Cheroots are sold to a large extent, as is plainly evident by the store windows of cigar dealers."

* * *

HOW TO TREAT A BORE.

IT is not always best to take a woman for granted and go ahead on the belief that you have got her actions all classified and cut and dried.

One man is telling a joke on himself apropos of a box of Christmas cigars. The oft repeated tale of the cigars which a woman selects is the theme, but in this case the cigars were good.

Receiving a festively trimmed box of cigars from a woman friend, the man, without trying them, gave them away, box, gold bands, ribbons and all. The following day the friend he gave them to, who happened to be something of a bore, called at his office and enthusiastically returned thanks for the cigars. Following up his acknowledgement of the favor he asked the donor to dine.

When the dinner was over, he handed out a cigar. It was a particularly fine one and the man who was a guest said so. "Yes," returned the other, "it's one of those you gave me yesterday."

ISN'T THE PIPE RESPECTABLE?

IT is a curious fact that no matter how expensive the manufacture of pipes may become, they are likely always to be held to a certain extent in disrepute as regards their use before the public. In New York, for instance, and indeed in other large cities, the majority of first-class restaurants refuse to allow the smoking of pipes even in the men's cafe, and many clubs limit pipe-smokers to certain rooms.

The University Club, when it moved into its new Fifth avenue quarters some years ago, established a rule that pipes should be smoked in one room only. Now a prominent Brooklyn club, which is especially favored by young college men, has posted a rule that pipe smoking is prohibited in the grill room during dinner hour, from 6 to 8.

It is not exactly clear why pipes should be so much more under the ban than cigarettes, the odor of which many men detest, unless it is because the elaborately carved meerschaum is a distant cousin of the Irishman's clay, but the prejudice, if it may be so called, remains, and it is likely to remain for an indefinite period.

CIGARS THAT RETAIL AT $2.

DURING the holiday season just past there was some demand, at least, for cigars selling at as high as $2 each, the cigars being bought in nearly every case to give away. These and other high-priced cigars, such as sell at $1.50 and $1 apiece, come in trim boxes containing five, ten or twenty-five.

But while such cigars are mostly imported and sold for the holiday season, they may be found on sale and more or less of them are sold the year around. They are sometimes sold for wedding gifts and for banquets and for special costly dinners, where the guest would be more likely to put one of these cigars, when they were served, in his pocket as a souvenir of the occasion than to smoke it, for many of these costly cigars are large and more of a smoke than a man might want to take.

These expensive cigars are of the finest and costliest tobacco and are made with the greatest care by cigarmakers of the highest skill; there are only a few men who can make them at all, and these get high pay for their work. It might be that the mere cost of the labor on the most expensive of these cigars would be 15 or 20 cents each. Nearly all of them are large, most of the costly cigars are also graceful in shape, but not all of them are.

There is, for instance, a $2 cigar that is rather clumsy in its outlines; it is longer than the ordinary big cigar, much thicker, and its general build a stubby, chunky cigar. But while one may or may not admire its type, the cigar itself is made with the utmost perfection of workmanship. There is, for example, another costly cigar that is big, almost straight sided and cylindrical in form and stubby at both ends, certainly not a beautiful model, but the cigar itself simply perfect in its form.

The same is true of all these costly cigars. Whatever the type may be, homely or graceful in outline, the workmanship displayed in the making of them is uniformly faultless, and not only is each cigar in every way perfectly made, but the cigars in a box will be found perfectly matched. These costly cigars represent, in fact, the highest art of cigarmaking.

Such cigars may be found in the showcase, duly labeled, at $1, $1.25, $1.50, $1.75 and $2, and there are some sold in the ordinary way to smokers. There is now and then a smoker who likes that kind of a big, heavy smoke, and who comes in and buys a $2 cigar and lights it up. The purchaser is quite likely to be somebody with plenty of money who is feeling cheerful over a good dinner, but while such cigars are sold at retail there is not often occasion to hand them out to a purchaser.

As a matter of fact, there are not many men who pay a dollar or more for a cigar. No matter how much money a man has or how fond he may be of smoking, he hesitates to pay $1 for a smoke. It is not until a lower price still is reached, say in the 50-cent cigars, that the costly cigar becomes an article of comparatively common consumption.

And, indeed, 50 cents is about the top-notch price for cigars in the most expensive hotels and restaurants. Higher priced cigars may be had, but half a dollar for a cigar is about as much as men often pay.—Exchange.

* * *

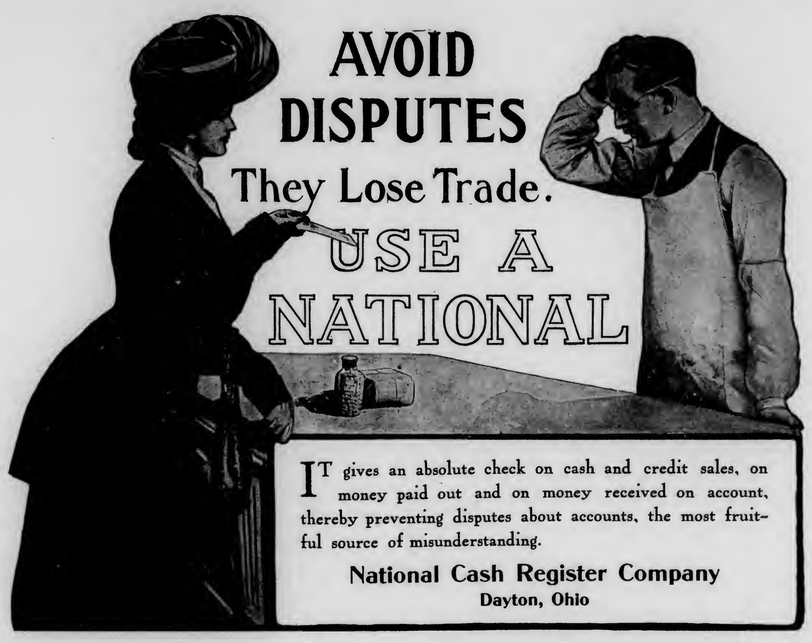
DON'T BE TOO BIG TO LOOK AFTER YOUR STORE.

THERE is a prosperous retail store in Milwaukee which has built up the best part of its trade in the last two years. That length of time ago the proprietor didn't even have his name on the window. He was simply in the business for the money there was in it, and only went around to count up the money on Saturday night. Some of his friends told him, when he complained that he wasn't making a success, that he would lose every cent he had unless he got busy. He took a tumble and did a little clerking on his own account. Now there is no friendlier man in the city. He even has a large sign hanging over the cash register, which reads:

BE FRIENDLY.
DROP IN OCCASIONALLY.

R. A. PATTERSON TOBACCO COMPANY AT THE SHOW.

ONE of the large displays at the recent Tobacco Show in Horticultural Hall was the one made by the R. A. Patterson Tobacco Company of Richmond, Va. The picture shows how Patterson Seal and Lucky Strike, two of the best known brands on the market, were attractively presented to consumers. This exhibit was much larger than the cut gives an idea of, and caused much favorable comment.



IT gives an absolute check on cash and credit sales, on money paid out and on money received on account, thereby preventing disputes about accounts, the most fruitful source of misunderstanding.

National Cash Register Company
Dayton, Ohio

UNION ASSISTS HEALTH BOARD.

Cigarmakers Help Physicians Enforce Sanitary Laws.

Milwaukee, Wis., Jan. 12.

The cigarmakers of Milwaukee are co-operating with the local health authorities in enforcing the sanitary laws of the city. This was one of the first places in the country where the craft joined hands with the authorities in working for the public good.

The idea of assisting the authorities in ferreting out places liable to breed disease has been in vogue among cigarmakers many years.

They never permit a union shop to get in such shape as the majority of non-union shops are in most of the time, according to officers. This is the great reason why you find so many men who are bitterly opposed to organized labor always smoking union made cigars. They know that when they smoke a labeled cigar there is little danger of it having been made in an unsanitary shop.

Few people are aware, doubtless, that in a union shop men are not permitted to squirt tobacco juice about the floor. Every man working in a shop is provided with a cuspidor and he is required to use it. They are death on all germ breeding factories and the filthy practices that produce them.

Union men say tobacco in itself is a germ destroyer, and that during the great cholera plague in Hamburg years ago it was found that men who were employed in the manufacture of cigars were in no danger of taking the disease. But when tobacco dust is permitted to accumulate on a floor, it is liable to become the breeding place of certain disease germs.

Despite the vast number of factories here, the State factory inspector has found conditions excellent, with only occasional instances of complaint.

SHOULD MARKET SLOWLY.

Richmond Tobacco Farmers Advised Not to Glut the Warehouses.

Richmond, Va., Jan. 16.

This week and next will witness large sales at the local warehouses providing weather conditions are not too unfavorable. One warehouse man of this city says:

"There will be good demand for the present crop, and if the farmers will hold off and not crowd the crop on the market within a few weeks, thereby causing a glut and consequent breaking of prices, they will obtain better results.

"Loose sales on the warehouse floors will run until May 1, which will give ample time to dispose of the crop without crowding the market, and if farmers will bear this in mind and distribute the offerings over this period of four months, it will add greatly to the price received."

FINED $25 FOR SELLING TO MINORS

W. H. Minghini, who operates a cigar store on East Philadelphia street, Los Angeles, Cal., was convicted in Justice Gidley's court of selling tobacco to a minor and was fined $75, which he promptly paid. Minghini protested his innocence.

BLACK THREADS
Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3½ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.

DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB — EDWARD T. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg,
IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. — S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER — J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN — CARL L. HAEUSSERMANN — EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

FIGURES FOR 1904 FROM THE HAVANA MARKET.

A Synopsis Which Gives a Detailed Report of Sales in Havana and Stocks on Hand.—Present Market is Still a Little Dull, but Big Transactions are Early Expected.

[Special Correspondence of The Tobacco World.]

HAVANA, January 9, 1905.

The following statistics are herewith presented to the readers of The Tobacco World in regard to the Havana market during the year 1904:

	Bales.	
Stocks on hand, as per report of Jan. 4, 1904, of all kinds of leaf Jan. 1, 1904,	101,407	
Receipts from the country Jan. 1 to Dec. 31, 1904, at Havana of all kinds of leaf,	420,021	
Total supply,	521,428	
Sales reported at Havana by your correspondent from Jan. 9 to Dec. 31, 1904,	322,936	
Stocks belonging to the second hand upon Jan. 1, 1904, as per report of Jan. 11, and which ought to have been eliminated, as the sales should only be from first hands,	41,407	
Receipts from the country sold direct by the farmers to manufacturers and a few American exporters not reported among Havana sales,	67,085	
	431,428	
Balance of stock on hand of all kinds of leaf upon Jan. 1, 1905, in first hands at Havana and ascertained by the various dealers,	90,000	

The above clear synopsis ought to put a quietus for all time upon the malicious reports published, or expressed verbally, that the Havana correspondence of The Tobacco World publishes sales in excess of the actual transactions, and as one party even stated in a printed interview in a New York contemporary, three times in excess of the crop of a single year.

The above figures prove conclusively that the reported sales constituted only about three-fourths of the crop, and are therefore as nearly correct as they can be, as long as no official statistics are kept. A few people may exaggerate the amount of their sales, while others on the other hand diminish them, but the average is approximately true, and answers all needful purposes.

The 1904 crop can be estimated as follows:

	Bales.	
Receipts from the country by railroads, steamers and sailing vessels at Havana Jan. 1 to Dec. 31, 1904,	410,021	
Estimated stocks in the country in farmers' hands, Vuelta Abajo and Partido, about	15,000	
Received by carts, bundled tobacco packed here, and baled tobacco from nearby points, about	10,000	
Eastern end of the island, partly in hands of farmers and dealers, or exported from such ports as Santiago de Cuba, Manzanillo, Gabara, Caibarien and Cienfuegos (Manicaragua),	20,000	
	455,021	
Less received from the 1903 crop up to April 2, 1904,	12,001	
Total estimated 1904 crop,	443,020	

Or say, in round numbers, about:

	Bales.
Vuelta Abajo,	250,000
Semi-Vuelta,	24,000
Partido,	66,000
Remedios,	83,000
Mayari, Yara, Gibara, Remedios, shipped from Caibarien, and Manicaragua from Cienfuegos,	20,000
	443,000

The new year has just opened, and while the transactions are not yet large, a good many northern buyers have arrived during the past week, and there is no doubt that this month will show some big transactions. Prices are very firm.

The latest crop reports are mixed, and speak of a rather diminished growth in most sections for want of uniform rainfalls; still all judgment ought to be suspended as to quantity until next month. If the dry weather prevails the quality will be too heavy and unsuitable for the clear Havana manufacturers in the north as well as here.

Sales

ran up to 3,516 bales in all, or 918 of Vuelta Abajo, 78 of Partido and 2,520 of Remedios. American buyers took 2,398, European exporters 393, and local manufacturers 725 bales.

Buyers Come and Go.

Arrivals:—C. S. Egerton, of Egerton & Joel, Anto. Fanego Rico, Boston, Mass.; Louis Goldsmith and Charles Barthen, of L. Goldsmith & Co., Max Stern, of Lewis Sylvester & Son, New York; Harry Nathan, representative of Loeb-Nunez Havana Co., Philadelphia, M. Pareda, of Granda Hnos., H. L. Simon and Michael Hirsh, of Montreal, Canada; Harry Esberg and J. Lowe, of Esberg-Gunst Co., G. W. Nichols and F. L. Artolozaga, of G. W. Nichols & Co., and Luis Martinez, of the Martinez Havana Co., Key West; Wm. Hooker, of Hooker Cigar Co., Minneapolis, Minn.; Mons. Blondeaux, the French regie buyer, from Paris, France. Returned:—Sidney Goldberg, of S. L. Goldberg e Hijos, New York and Havana.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez — Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chacalva. Havana, Cuba.

NARCISO GONZALEZ. — VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. — G. W. MICHAELSEN. — H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street,
Cable: "JEDESA." HABANA, CUBA.
Branch House:—512 Simonton Street, Key West, Fla.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

Departures:—Facundo Arguelles, for Tampa; Harry Esberg and J. Lowe, for Key West, and to leave on the 10th, Frank Dominguez, for Philadelphia.

Havana Cigar Manufacturers

are a trifle less busy now than is usual at this period, but the large independent factories are nevertheless well supplied with orders and have not discharged any cigarmakers. Everybody expects to see a good business for the next five months, and then it will depend upon how the prospects of the new crop are turning out as to wrappers, colors and quality.

Busy factories are H. Upmann, Partatagas, Ramon Allones, Sol, Crepusculo, Por Larranaga, El Rico Habano and La mas Fermosa. H. Upmann & Co. shipped 400,000 cigars last week. J. F. Rocha & Co.'s strike lasted a couple of days and was quickly settled.

The new label is now being used universally by every manufacturer to all countries, and is a guarantee that the cigars are made in the island of Cuba.

Buying, Selling and Other Notes of Interest.

Frank Dominguez has been a heavy buyer in the Havana market, securing a large number of bales of Remedios and Vuelta Abajo leaf, so that E. A. Calves & Co. will have a choice stock to sell.

Gonzalez, Benitez & Co. were the heaviest sellers this week, disposing of 900 bales of Remedios and Vuelta Abajo to a number of buyers in town.

Sol Hamburger has made good use of his three weeks' stay in Havana, as he has already purchased fully a thousand bales and has not finished yet. That he has picked out only the best goods stands to reason, and as he is a close buyer, the high prices which he has been obiged to pay will be represented by the first quality. He has purchased principally Vuelta Abajo leaf.

Sobrinos de V. Diaz commenced the new year well, selling 650 bales of Remedios.

Facundo Arguelles bought in all 789 bales of fine Vuelta Abajo fillers.

Sobrinos de A. Gonzalez turned over 400 bales of Vuelta Abajo and Remedios, and are trading on some larger lots with a number of parties.

Mendelsohn, Bornemann & Co. are busy.

Aixala & Co. disposed of 200 bales of Vuelta Abajo. Don Jose Aixala returned from his short trip to Tampa, bringing along several orders.

Grau, Planas & Co. turned over 100 bales of Remedios.

Joaquin Hedesa did a fair business in Key West on his last trip.

A. M. Calzada & Co. bought and sold 100 bales of Vuelta Abajo and Remedios.

A. Waldman, of the firm of J. Friedman & Co., Chicago, who was reported here as having arrived three weeks ago, has finally made his appearance in town, and it was rumored that he must have been hidden in the Vuelta Abajo all the time.

Monsr. Blondeaux, the French regie buyer, is looking over the condition of the market preparatory to making his selection of leaf for this year.

Rabell, Costa & Co. disposed of 64 bales of Vuelta Abajo.

The two chief trust lawyers, Parraga & Govin, received orders by cable to come to New York and report at headquarters, 111 Fifth avenue, and left last week, with only a few hours' notice. People here are wondering what is up.

Antonio Suarez sold 11 bales of wrappers for $6,000 to a local manufacturing concern.

Jose H. Cayro shipped 125 bales of his stock to Key West customers.

Voneiff & Vidal Cruz are busy at work stripping for their customers.

Harry Esberg, with his foreman, J. Lowe, arrived on Friday and left again on Saturday. He had just time to register some tobacco. He left so quickly on account of the fact that his brother, Alfred Esberg, of San Francisco, is going to be married to Miss Sussman on the 17th, therefore Harry could not tarry if he wants to get to San Francisco in time for the wedding festival.

Receipts From the Country

for week ending Jan. 7, 1905:

Vuelta Abajo,	950	bales
Semi Vuelta,	62	"
Partido,	76	"
Remedios,	739	"
Santiago de Cuba,	169	"
Total	1,996	"

ACCIDENT POLICY FOR EACH OF ITS SALESMEN

The Queen City Tobacco Co., of Cincinnati, manufacturers of the Red Devil brand of smoking and chewing tobacco, has sent the following notice to every salesman employed by the Company.

We have decided to make you a present of an Accident Insurance Policy for $5,000 for one year from date, and enclose herewith blank application, which, if you have not already done so, you will please fill out and return to us at once.

We sincerely hope that you will not have occasion to need this, but in the event of accident, which is apt to happen to us all, and especially to traveling salesmen, it will come in very handy, carrying, as it does, $5,000 death insurance. It is also re-assuring to those depending on our salesmen, wives, mothers, etc., to know, that in the event of a misbap you will be paid for your loss of time while ill.

Yours truly,
THE QUEEN CITY TOBACCO CO.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nene" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz B. DIAZ & CO. R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Vrasak.

R. & B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK

S.S. SCHOENER. CABLE ADDRESS "TACHUELA"

H. J. SCHOENER & CO.
IMPORTERS
LEAF TOBACCO
100 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address: "Hirsh."
Joseph Hirsch & Son
A. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK.

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

New York, January 16.

THE WEEK'S MOVEMENT IN LEAF.

Since the beginning of the new year, all firms have been very busy sampling their holdings and dispatching their salesmen to respective territories. Some returns in the shape of orders have been coming in slowly from the nearby cities already visited, and inside of a week business is expected to hum.

Quite a few Western buyers have appeared and acquired good blocks of the new force-sweated Connecticut. This tobacco is showing great activity for so early in the season, and as soon as a lot is sweated and sampled, it finds a ready sale.

The manufacturers have taken hold quite freely of the 1903 Zimmer, and sales of 1,000 cases at 15½@16c have been reported. Pennsylvania broad leaf, old Wisconsin Bs and quite some 1902 Wisconsin binders have changed hands recently.

Sumatra is moving well, considering the low stocks the importers carry at this season. If what reports we receive from Holland are correct, every bale of this old crop will bring its price by summer, but the Amsterdam reports are sometimes like the Wall street tips. We all remember last year, we were going to have "large percentage of light colors and big yield."

Havana is moving in an upward direction, and the market is in a good, healthy condition. Limited stocks of old tobacco, and more inquiry as to the new crop are being heard.

• • •

A WORD TO THE WISE.

We had a most interesting caller in The Tobacco World office the other day who is one of our successful jobbers in leaf tobacco, but who certainly can make "Ralph Rose" look like thirty cents when it comes to handling the hammer. He started his conversation like this: "What in —— is the matter with those Havana importers—going to Cuba and running up prices the way they have, and then expecting jobbers like myself to sell our customers 1st Capaduros at 60 to 65c? They don't realize that such prices are a temptation to the honest manufacturer to water his milk with seed, and the manufacturer who only uses half milk at the present time, will use all water in the future; then what will the Havana importer do? The devil only knows we use little Havana enough since the Spanish war."

During this monologue there entered a man who is recognized as a very level-headed tobacco merchant, who buys tobacco in every clime. He took exception to the remarks by saying; "Just let me post you, my friend, as to the real situation in Havana tobacco. I have been to Cuba investigating this crop several times since it was planted and cut, and at the beginning every one agreed that the Vuelta and Remedios bade fair to be a very fine crop, but on account of the gum in the Remedios, it would be late in March or April before it would be sweated well enough to use. Well, the opinions have changed since then, and the Vuelta did not show the beautiful tobacco we expected, while the Remedios is ready for use now, instead of March. As to prices being high, that is easy to account for. When the war closed every farmer planted tobacco and raised a crop—good, bad and indifferent—and the result was such a glut that prices went to the lowest ebb. And every year since then there has been a reduced acreage in the Remedios section, and the farmers have turned their attention to planting sugar.

"Certainly, during this past year fully 25 per cent less tobacco was planted in Remedios. I should judge the crop to be, say 200,000 bales, of which 70,000 bales are 1st and 2d Capaduros. Is it any wonder prices are high when the supply is so limited? Take my word for it, you will be glad to get aboard at 60c inside of six months. Even the manufacturers who visited Cuba and kept posted, are at this time buying the new tobacco in New York. We in New York may think the Philadelphia manufacturer slow, but if this trade only knew how much new Havana the cigar manufacturers of Philadelphia have acquired in the past month, they would allow that the Philadelphia pace was fully up to if not ahead of the New York standard. A word to the wise is sufficient."

• • •

CAN'T GET TOGETHER ON TARIFF.

"Did it ever occur to the members of the trade the cause of so many unsuccessful attempts at legislation in Washington on behalf of the tobacco trade?" This question was asked of your correspondent by a tobacco merchant of forty years' experience, who continued as follows:

"Away back in 1878 the Government was considering the raising of the tariff on imported tobacco, and a meeting of our Leaf Tobacco Board of Trade was called and a committe appointed, consisting of Edgar M. Crawford, Gerson Mayer, Darius Ferry and Simon Auerbach, to go to Washington to confer with the Ways and Means Committee. On their arrival they talked the matter over, and each member of the committee presented his views.

"After having done so, the chairman (Congressman Abraham S. Hewitt, from New York), addressed them as follows:

"'Gentlemen, we would ask you to return home, and when you can agree among yourselves as to just what you want, let us know, and we will try to grant your request.'

"But up to this day no representative committee of the tobacco business has ever been able fully to agree upon any tariff rate offered by the Government, and it probably never will.

"The reason for this dissension is plain. We have three distinct interests to contend with—Havana, Sumatra and seed—and although they are all classified under the head of cigar leaf tobacco, they are as different as trotting, truck and car horses, and can hardly be expected to travel in the same class. No matter what rate of duty is imposed, it necessarily works a hardship on one commodity or the other. I expect to be many years older before we see a 'community of interests' on tariff in the leaf tobacco trade."

• • •

JOTTINGS.

John Wardlow, of Ruy Lopez fame, arrived at the home office on the 12th, looking exceedingly well and prosperous. He expects to remain with us about two weeks, when he will return to the factory at Key West.

The Florida Tobacco Co., in other words, Mr. Alex Shaw, of Quincy, Fla., has opened a very up-to date office at 131 Maiden Lane. They are showing a few sample bales of their fine product, as a type of what kind of tobacco to expect when they get to rights. With the very able assistance of Edward C. Downs, who was for years with Schroeder & Arguimbau, success is assured.

Charles P. Bidwell will shortly leave for the East, carrying the colors of S. Ruffin, Inc., importers of Havana. This firm has had wonderful growth since its conception, and with the added prestige of J. W. Jacoby, formerly of I. J. Schoener & Co., and Charlie P. Bidwell, should rapidly reach a position of even greater prominence.

The offices of Ernest Ellinger & Co., 161 Water street, have undergone extensive alterations, and business has started up very promisingly. With the assistance of S. H. Friedlander, the success of this new firm is assured.

J. H. Duys, of H. Duys & Co., in company with the firm's genial representative, "Bob" Uhler, sailed into Reading and York county the past week, and as usual something was "doing."

Henry Fisher, representing A. Cohn & Co., has returned from Boston after spending a week selling Sumatra to his many customers.

Chas. E. Crawford, of Dohan & Taitt, of Philadelphia, closed out several lots of tobacco in this market this week. Charlie is certainly one of our "old timers," but works like a "four-year-old."

Ben Rothschild, of Rothschild, Son & Co., Chicago, was a large buyer in our market this week. We are always glad to see Ben.

Harry S. Rothschild, and there is only one Harry S., returned from his Key West factories, and is again taking up the management of the immense Waldorf-Astoria Segar Co.

Jesse Falk, of G. Falk & Bro., is having his samples of Sumatra made ready for another of his whirlwind trips on the road. Jesse's great business has never tempted him to smoke a cigar, and still he does know how to sell tobacco.

RETAIL NUBBINS.

Richard Green, manager of the Norma Martinez Cigar Co.'s stand in the drug store at No. 240 Broadway, was for years the manager of the cigar department of the Hegeman Drug Co., at No. 200 Broadway, and is one of the best known cigar salesmen on lower Broadway. He reports a thriving business, and for a drawing card has in his window a photographic group of school children on a Porto Rican tobacco plantation. Crowds stop to gaze at the photo, and their eyes naturally wander from the photograph to the stock of cigars and smoker's articles artistically displayed.

"Tom" Roberts, who is the manager of the cafe of the Hotel Endicott, has always some eye-catching idea for the cigar stand, which is run by Thomas Buckley and William Ottman. The patronage of the Endicott is largely horsey and sporty, and not a few well-known medical men and newspaper men occasionally rest an elbow on the bar rail or on the cigar case.

John Kennally presides at the cigar stand at the Hotel Majestic, and Chris Farley brags about the cigars sold over the glass case at the Buckingham.

Among the visitors to the New York office of The Tobacco World, at No. 7 Burling Slip, yesterday was Charles Testera, the superintendent of the Columbia Yacht Club, whose beautiful club is at 83d street and Riverside Drive. Another visitor was George Grant, who runs the cigar department at Kid McCoy's cafe, at No. 1432 Broadway, while another was John Fenton, who has charge of the cigar department in Wilson's drug store, at Broadway and 42d street.

"Al" Gleaning, who has the stand at the Montauk, at Maiden Lane and William street, reports a rapidly increasing business.

In a cigar dealer's window on Nassau street I saw pedestrians stop to read a set of maxims said to have been compiled by Stephen Allen a former mayor of New York who, with others, lost his life at the burning of the steamboat "Henry Clay" off Yonkers, several years ago.

The maxims were as follows:

"Keep good company or none. Never be idle. If your hands cannot be usefully employed, cultivate your mind.

"Always speak the truth. Make few promises. Live up to your engagements. Keep your own secrets if you have any.

"When you speak to a person look him in the face. Good company and good conversation are the very sinews of virtue.

"Good character is above all things else. Your character cannot be essentially injured except by your own acts.

"If one speaks evil of you, live so that no one will believe him.

"Drink no kind of intoxicating liquors.

"Ever live (misfortune excepted) within your income. When you retire think over what you have done during the day.

"Make no haste to be rich if you would prosper. Small and steady gains give competency with tranquility of mind.

"Never play any game of chance. Avoid temptation through fear you may not withstand it."

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
KNOX SMITH

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUDDE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84-85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

For Genuine Sawed Cedar Cigar Boxes, go to Established 1880.
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia.
Hollard's

Michael Hose A. F. Brillhart
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

PRETTY GOOD IN CHICAGO.

Salesmen are Out and Business is Lively Enough to be Satisfactory.

Chicago, Jan. 14.

Considering that only two weeks have elapsed since the holidays, trade conditions in this part of the West are very satisfactory. Naturally enough, the lull that usually follows the holiday season is felt in some measure. The fact that no failures are reported, and that all hands are busy either making inventory, serving customers, or planning larger fields of operation, speaks plainest for general conditions in the western field just now.

I. Latzar, who has been on a brief business trip to Cincinnati, is expected home tomorrow evening.

Gus Hoefer, who has gone to represent E. A. & Co., at San Francisco, briefly visited friends here lately.

W. F. Monroe, the popular down town dealer in the Tribune Building, is preparing for an extended visit to Florida in the near future. His wife and children will accompany him, and the trip will consume several months time.

Leo W. Mayer, vice-president of the Hilson Company, was a visitor this week.

Harry Harris, secretary of the Khedivial Company, manufacturers of cigarettes, has returned from the East and will leave at once for an extended Western trip.

Manuel Lopez, of Manuel Lopez & Co., New York, visited here this week on his way to the Pacific coast.

C. J. Holton, of Detroit, and several other members of the Cigar Dealers' Association of America, recently attended a meeting of the Chicago Retail Drug Association, which body they addressed on matters touching the cigar interests, and urged the handling of independent goods. The members of the National are doing good missionary work in more ways than one.

Your correspondent recently visited the Chicago headquarters of Geo. Schlegel, the well known manufacturer of cigar box labels and trimmings. E. E. Thatcher, the able manager of this end, spoke in good terms of the patronage enjoyed by the Chicago house. He anticipates a good year and says the tendency of the trade to adopt private brands, is on the increase.

The E. Hoffman Co., Chicago's reliable manufacturers and importers, continue doing business at the old stand. They carry, in addition to their well selected stock of cigars and tobaccos, a large assortment of smokers articles. The firm are distributors for the well known Bachelor cigar, in which they report an excellent business. They also report good sales in Hoffman's Spillman mixture, which it is claimed, to "the man behind the pipe," makes an excellent smoke.

Col. Diffley's several retail stores all appear to be enjoying their full measure of patronage, as do also those of President Breitung.

Among leaf men, some changes are noted. J. Waitel has associated himself with the Wedeles Bros., and Mr. Levison has gone to the Rothschild Sons & Co. Messrs. Hathaway, of H. Smith & Co., Springfield, Mass., Levison of J. Bernheim & Sons, New York, Chas. Waxelbaum, of A. Cohn & Co., New York, Soliday and Benno Newberger, of E. Rosenwald & Bros., New York, are late trade visitors. Sol "Dewey" has joined the forces of Metzger & Co. The firm of L. Abeles & Co. have dissolved partnership, W. Wetzler retiring from the business, and L. Abeles & Son to continue the same.

Leo Tuska, the busy broker in leaf tobaccos, appears to be enjoying his full proportion of business, and says the year is opening well with him. LOBERG.

1904 PRICES IN RICHMOND.

According to an estimate made by several prominent tobacco men, of Richmond, a few days ago, the general average of prices received this season has been from 75 cents to $1 a hundred pounds higher than the prices of last season. On the lower grades the increase has been larger. One man said that all his grades have cost him more than $1 higher this season than last. On the upper grades, however, the increase has been less, and so the general average has been made.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

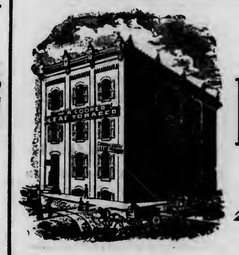
J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN
Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER & CO
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Leaf Tobaccos
Main Office:
Lancaster, Pa.
Warehouses: Lancaster and Red Lion, Pa.
We make **Scrap** Filler **Ready for Use.**

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

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PHILADELPHIA, JAN. 18, 1905

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

PHILIPPINE COMMISSION RECOMMENDS 25 PER CENT RATE.

Secretary Taft has submitted to the President the annual report of the Philippines Commission and the President has transmitted it to Congress. The Commission among other things, recommends that the tariff on sugar and tobacco be reduced to not more than 25 per cent of the Dingley rate, and suggests legislation authorizing the Commission to make reductions on present and future tariff schedules when, in its opinion, to do so will be in the public interests.

Secretary Taft's action would seem to indicate that he still believes the 50 per cent cut to be the only one advisable in spite of the rumor that he had consented to a compromise at 50 per cent of the Dingley rate.

The legislation has not yet been enacted, however, and it behooves those who are fighting against it to continue operations. Each week produces a batch of additional protests from various trade bodies throughout the country and as all of these are sent to Washington, it must by this time be fairly obvious in the Capital that there are a few persons in the United States and in the Republican party who are rigidly opposed to any such change.

The mere fact that the domestic interests may not be of absolutely one voice as to precisely what the rate of duty shall be, does not seem to be a good reason for nearly eliminating it altogether.

It would appear that while, personally rather inclined to the cut, President Roosevelt appreciates the fact that there may be more than one side to a question, and is desirous of satisfying himself of the rights of the matter before action is taken.

WORRYING ABOUT THE CIGARETTE.

The cigarette seems to cause an amount of trouble out of all proportion to its size. Medical authorities are continually disagreeing as to whether it is deadly, and there are always to be found a half dozen or more cities where a frenzied crusade is being waged against it.

Aside from the question of the potency of the commodity as a health destroyer on general principles, it does not seem quite clear why there need be so much worry about the cigarette habit in boys. A boy with the average boy's rugged health will not smoke more than a limited number of cigarettes if he smokes any, for the reason that he wont crave them.

Your cigarette fiend isn't healthy, and in the majority of cases he smokes continually because he is in bad health, instead of being in bad health as a result of his smoking. The most forcible argument against the sale of cigarettes to boys is that it helps them to form a habit which they might otherwise not form until their judgment and selfcontrol were more matured.

The child cigarette fiend in practically every case has the sort of nervous system that would have found some outlet whether it was cigarettes or not. The temperament of the American boy is such as largely to protect him against the desire for excessive cigarette smoking, and in his case, the father of the desire is merely the wish to be a hero.

In Spain it is different. The cortes has received a bill from the minister of the interior absolutely prohibiting the sale of tobacco, cigars or cigarettes to any person under 17 years, and provides a penalty carrying a heavy fine or imprisonment. This is because of a claim that racial degeneration in Spain is due in a great measure to the use of cigarettes by the young, but it is doubtful if the race is confronted by any new conditions.

GOODS ORDERED ARE NOT ALWAYS PAID FOR.

The trade is warned against the man who rented a store on Ninth street, Philadelphia, last week, and succeeded in getting several bills of goods on credit, sold them at cheap and hasty private sale and skipped out. The man gave the name of "H. Jackson," and was apparently a perfect stranger in this city. He evidently expected to find Philadelphia a very easy mark, and was throwing out his lines in other directions when forced to duck.

Jackson ordered bills and had them sent C. O. D. He offered checks, which were refused in some cases but accepted by the expressmen in others, in which cases the goods were left. If it were less easy to get credit in the cigar and tobacco business, swindlers of this sort would find themselves helpless. Anxiety not to lose any business, however, induces some jobbers and manufacturers to take long chances, and it is by the purest of good luck rather than good management that Jackson did not succeed in getting away with more goods than he did.

THE following is taken from the Providence Journal:

> There is no ground for the professed fears of the tobacco growers of this country that lower duties on Philippine tobacco will unendurably injure them, as may readily be understood by those who note that about two-thirds of the country's crop is now exported.

There we have it. The only thing left now is for the tobacco trade to hide its diminished head in chagrined shame.

Philadelphia Tobacco Trade.

Swindler Operates on Ninth Street.

A smooth proposition, who had chosen as a cognomen "H. Jackson," spent a few busy hours in Philadelphia last week, and came mighty near making a number of manufacturers and jobbers sick at the pit of their stomachs. As it is, some of them are guessing, but it is not believed that the man got away with very much.

"H. Jackson" arrived in town and rented No. 160 North Ninth street, paying out $50 in real money. He had his sign put on the window in white enamel, "Jackson's Cigar Store," and induced a firm which sells cigar store fixtures to deliver a set of showcases, etc., for which he made an initial payment of $10.

Thus fitted out, "H. Jackson" visited a number of manufacturers and jobbers, who found him a very agreeable individual. He left orders for 4,000 cigars at one place, and similar orders at others, the merchandise to be paid for on delivery. The store was to be opened last Thursday afternoon. Many of the bills arrived, and those expressmen who kindly consented to be hypnotized were presented with a brand new check which "H. Jackson" would remove from a book of busy-looking stubs. The only tiny irregularity important enough to mention was the fact that "H. Jackson" had not gone through the formality of depositing any money in bank.

Somebody gained a little wisdom and began to ask questions here and there, some friend told "H. Jackson" that it was about time, there was a sudden disappearance, and those who had sold bills on credit gathered around No. 160 to engineer a bunch of replevins.

About the first warning that the momentary proprietor was not AAA1 was given by the Keystone Tobacco Co., of North Ninth street, the members of which firm had watched with mixed interest "H. Jackson" carrying cigars out of the store and selling them around the corner.

It is now believed that the man's plans originally admitted of his keeping his store a day or two longer, so that he could conduct his swindling operations with this business address as a background. It is said that a representative of a certain cash register concern wined and dined "H. Jackson" at Green's in order to effect a sale, and that when the newly-embarked cigar store proprietor casually mentioned that he wanted to buy a couple of diamonds for his wife's birthday present, a friend of the cash register salesman steered him up against a jewelry house and showed a disposition to vouch for him. "H. Jackson" ordered the stones delivered at the Ninth street address, Check O. D., but the jeweler did not seem to care to do a face business.

Here and There With the Retailers

While no retailer was doing a land office business this week, there were few if any kicks coming, as every dealer who was asked, declared that he thought the market at least normally active for this time of year. Some had a little better report than this to make, but it is safe to say that the average business done was as good as any January can show for some years. There was an average demand at the Chestnut street stores, but in the residence sections trade suffered a little perhaps from the fact that the Christmas donations have not all been smoked up yet. All dealers expect the month to end well, however, and February to open up better than ever.

Z. John Norris, the local representative of the Thomas Allen Tobacco Co. and of I. Lewis & Co., whose popular countenance is extremely well known among Philadelphia dealers, spent last week in Newark and New York, planning the local campaign for the coming year.

Augustus Fleck, of Fleck & Co., which firm recently retired from business at 220 Market street, is about leaving for an extended trip through the South. Mr. Fleck expects to put in two months or more down where it's warm.

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for
Choice Escojidas of
Remedios, Santa Clara and Manicaragua,
Vuelta Abajo and Partido Factory Vegas
of Various Sized Lots

LOEB-NUNEZ HAVANA CO.

Packers of

Havana Tobacco

CONSULADO 142 and 144,
Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

Match It, if you Can----You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market,

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

Established 1864 — Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.

OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

The store at 144 North Eighth street, which is operated under the name of the Pennsylvania Cigar Stores Co., has been sold again and is now being operated by M. Gartner and Albert Lang as Gartner & Lang, although the establishment will continue to trade under the name of the Pennsylvania Cigar Stores Co.

Both of the new proprietors are men of thorough experience as manufacturers and retailers, and are prepared to make the stand a very prosperous one. The two are New Yorkers, but are fairly familiar with this market.

The store, until a few weeks ago, was operated by Wm. Catlin, who in order to join the Victor Thorsch Co., sold out to Hartman & Kohn, of New York. During the latter's holding, the place was managed by E. E. Shaw.

C. A. Smith & Co., jobbers at 18 South Delaware avenue, have retired from business and sold the stock, fixtures and good will to Runge & Co., who will conduct a retail store at that address. The latter company have been doing business at Delaware avenue and Chestnut street, but have been compelled to vacate to allow the Pennsylvania Railroad Co. to erect a warehouse on the site. The removal took place late last week.

Wm. H. O'Keefe, of South Fifth street, has decided to give up the cigar stand which he has been conducting in the front of the saloon at 835 Market street, and will close it up on Friday of this week. Mr. O'Keefe finds it necessary to devote more time to his main establishment.

Walter H. Lazar, Chestnut street below Tenth, has a handsome window display of the La Verdad brand, which he offers in fifteen sizes.

A report was circulated this week that the United Cigar Stores Co. had taken the Bainbridge Shoe Store at Second and Market streets, in which to open a branch. It seems probable that the report is true, although the manager of one of the local United Stores refused to confirm it.

With Manufacturers and Jobbers.

Jos. Wertheim, of Jose Lovera & Co.; W. T. Taylor, the American representative of the Punch and the Romeo and Juliet factories; and Tom E. Bowen, of Guerra, Diaz & Co., were among those who got around among the Philadelphia trade during the week.

R. Choate, who was connected with Fleck & Co., 220 Market street, for seventeen years, has entered business for himself as a jobber at 111 Market street and will sell cigars and tobacco.

Frank Winslow, manager of the cigar department of Finley Acker & Co., will retire from that position in order to become a full partner with Wm. H. Hartley, of 2333 North Eighth street, who is already well known upon the market with his American Traveler brand. The new firm will enlarge the present business extensively.

D. Dubin, jobber at 722 South Ninth street, who became insolvent some months ago with assets of about $115, has been discharged in bankruptcy, and Albert Driver, Referee in Bankruptcy has sent out a circular to creditors announcing that there are no funds and asking the creditors to come up with the expenses which have already been incurred.

Leaf Dealers' Jottings.

The leaf market has been fairly active during the week so far as inquiry is concerned, but there has been a disposition on the part of buyers who want goods to hold off a bit. The prices are ruling very high, much higher than this market is used to, and buyers don't feel like paying what they will finally have to. Pennsylvania is scarce and high, Connecticut wrapper is high, and the buyers for the leaf houses who have already been to Havana, report the same conditions there. There does not seem to be any possibility of a much easier market. The inquiry, however, is quite good for this time of year, and the few salesmen who have already started on the road are making some returns. In a few weeks practically all the leaf salesmen will be out on their territory, and it is expected that the business will be average good.

George Burghard received a nice lot of Connecticut wrapper this week. A. M. Lake will start out on the road in about two weeks.

The leaf house of Morris Rosenberg, on Third street, was closed yesterday on account of the funerai of Joseph Rosenberg, a brother of the leaf man, who died on Sunday.

Walter T. Bremer, of Bremer Bros., has returned from a short trip on the road, and will go out again next week. He considers that he did very well for January.

Frank Dominguez, of E. A. Calves & Co., has returned from Cuba, where he was buying for the firm, and is anything but optimistic over the conditions as he found them. The tobacco was not of particularly high grade and the prices were very much higher than last year.

W. H. Myers, of E. A. Calves & Co., left last night to make the New York State trip.

L. P. Kimmig, of L. P. Kimmig & Co., has returned from Connecticut where he acquired considerable tobacco which he will pack both at Hatfield and Lancaster. Mr. Kimmig says he paid stiff prices for his holdings, but believes it will continue to be a high market.

George W. Newman, of Young & Newman, leaves today for a Western trip, where he expects to find things in lively shape.

F. Eckerson has left for Cuba to buy for the Eckerson house. The new year is starting with a satisfactory demand with this firm.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

WANTED—City Salesman with some trade, by well-known Philadelphia leaf house carrying a full line. Address, with particulars, LEAF, Box 114, care of The Tobacco World.

The Best Way to Increase Your Business

is to buy the Very Best Tobacco you can get. We have it in all grades, at Reasonable Prices. Why not buy from us and get the Very Best in the Market?

HIPPLE BROS.

231 Arch Street,

PHILADELPHIA.

Importers and Packers of LEAF TOBACCO

WAITING FOR UNITED CO. TO ACT.

Milwaukee Dealers Would Not Stand for More "Tag" Stores.

Milwaukee, Wis., Jan. 17.

The half dozen tobacco and cigar men of this city, who attended the sessions of the Cigar Dealers' Association of America in Chicago last week, are full of hope of great benefits from this meeting, and Milwaukee stands ready to do her share in "agitation, education and publicity" against the trust, as urged by President Lane in his written address to the convention. While not a single cigar dealer in Milwaukee or Wisconsin is named in the list of officers or on the executive committee, still this section can be expected to supply some of the funds and some of the hustling men needed in any war to be waged.

Since the Chicago meeting local dealers are getting braver about discussing the probable action in this city against the chain of stores system. If the business done by the two local retail stores was heavy enough to affect the business of other first-class stores, there would have been joint action with the Chicago independent dealers when this plan was proposed some time ago. But thus far, no reliable dealer in this city has felt like making a fuss, simply because he has in no way felt the encroachment of the chain stores, which, on the other hand, have made little noise, attending to their own business. Consequently, in Milwaukee, there has been no trouble and no ill feeling. Just how long this will last is the length of time before other chain stores are established here. The advent of any more "tag" stores would mean that something had to give. As it is, local dealers do not want to be pushed into a fight of any kind until they have sufficient ammunition to carry it to the end.

What is of more interest just now than the proposed war on the trust, is the plan of Secretary Taft to lower the tariff from the Philippines. Local dealers and producers are bitterly opposed to the contemplated action, and the Wisconsin members of Congress will be fortified with resolutions and many personal letters declaring against any such action. These resolutions will set forth that the great industry in this State would be practically wrecked should the tariff rates from the islands be reduced to 25 per cent of the present rates. It would work havoc with the producing and manufacturing interests in Milwaukee, Wisconsin and the entire country at large, they will say.

The Tobacco Workers' Union will attempt to give the B. Leidersdorf Tobacco Co. of this city as fair a hearing as possible upon the question of whether or not it is entitled to the use of the union label. To avoid the display of prejudices that may have been formed as a result of the previous entanglements, the arbitor who will pass upon the case will be one who has heretofore had no connection with it. He will be Charles Hardy, president of the Tobacco Workers' Union No. 16, of Louisville, Ky. Mr. Hardy is here, and has declared he will put forth every effort to settle the trouble here in a fair and impartial manner, and will merely sift the facts as presented.

The B. Leidersdorf Company operates a union shop and observes union rules, it is claimed by members of the organization. The reason the use of the union label has been refused is that it is claimed the company is a branch of the American Tobacco Co. The employes of the Leidersdorf factory side with the company.

ANDERSON.

TOBACCO SHOW FOR NEW YORK.

Will be Either in Madison Square Garden or Herald Square Hall.

New York, Jan. 17.

Because one of the busiest, Thomas J. Donigan is one the hardest men to catch either at his Centre street store, his Cortlandt street shop or at Association headquarters, but I coralled him this afternoon at the first address and asked him if it is true that he is one of the applicants for space in the Times building.

"Not much," he promptly answered, "not at a $5,000 rental. I don't think it would pay any cigar dealer to pay $5,000 unless he got plenty of window space to show off his goods."

Asked to review the business situation and trade conditions Mr. Donigan said:

"There is a general feeling that trade is fair, but I think myself that this is an optimistic view. I should say it was only middling, and with many I know it to be dull. There are certain conditions in connection with the cigar and tobacco trade which are not important factors in other lines of business, or at least not so apparent. For this very reason you cannot always figure on the trend of trade. Last year was a very unhealthy year in New York and much pneumonia prevailed, so that tobacconists and cigar dealers suffered a diminution of trade.

"Tell The Tobacco World something about the proposed exhibition. The Committee of Three will report progress at the next meeting of the Retail Dealers' Association on January 23, when Mr. Freeman will report on the Chicago Convention. There are over eleven hundred members of the Retail Cigar and Tobacco Dealers' Association, and if New York cannot make such an exhibition a success, I don't know any city that can. Aside from dealers and manufacturers I think that nearly everybody is interested in tobacco. Now the Philadelphia contingent broke the ice and opened up a field for tobacco exhibits, and I think ours will be a hummer, but it may not be ready by spring. The committee has decided on one of two exhibition halls, either Madison Square Garden, which will cost about $7,000 a week, or the Herald Square Exhibition Hall, which will cost about half that sum and yet afford almost as much area surface for exhibits.

"The objection to the latter hall is that it has to be reached by elevators, which is not the case at the garden. Still it will accommodate eighty exhibitors, including manufacturers of smoking and chewing tobaccos, cigars, boxes and labels. The admission should not be over 25 cents.

The United Cigar Stores Co., who a week ago adopted a system of insuring its adult employes, is gradually extending the work, paying the premiums on $1,000 policies for all men who have

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

DELA FLORA CUBAN STAR

GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

G. H. SACHS,
Manufacturer of FINE CIGARS
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. ☞WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

PAN AMERICAN
Registered
STOGIES
Concluded Next Issue.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

been in their employ one year or more. The beneficiaries are mostly the wives and children of the insured. The advantage to the company is that through this free insurance good men are retained and attracted to the employ and there is an additional incentive to honesty and business integrity.

E. W. MAY.

SALES GOOD IN CINCINNATI.

Record Price for a Year in Connecticut Wrappers.

Cincinnati, O., Jan. 17.

Offerings were fair in size at last Saturday's cigar leaf sales, the total being 85 cases with sales at three of the warehouses. Taken as a whole the quality was below the average. The Zimmers were the best feature, the greater portion of this type selling between 6¼ and 10c. In Connecticut wrapper the record price for over a year was established, a single case of fancy wrapper bringing the unusual figure of 42c, under keen competition. Connecticut binders ranged from 7½ and 15c, and fillers from 2 and 6¾c. Wisconsin's ranged from $1.55 and 2.60 per 100 pounds. The market was strong except on common stogie stock, averaging from ½ and 1c higher than at the last break which was 3 weeks previous.

The Planters' Warehouse, located at Vine and Water streets, resumed operations last week after idleness of six months. Hereafter, according to Manager Lee Spalding, both burley and cigar leaf sales will be held regularly.

Clement McIntyre, who for years was a conspicuous figure on the burley leaf breaks, acting as buyer for various eastern independent companies, has removed to Louisville where he opines the market is better suited to his purposes.

The following report was received Saturday by a local firm from Farmersville, Ohio: "Tobacco being stripped. It is in excellent condition, and general indications are that there will be a good crop."

The Wm. E. Fisher Tobacco Co. has secured a lease on the five story building at No. 126 East Pearl street, at $840 per annum. The building will be used as a warehouse.

Edward R. Singleton and P. G. Gordon, both of New York city, representatives of the Continental Tobacco Co., were mysterious visitors here last week. When asked their opinion concerning the possibilities of the Burley Growers' Association, concerning the 1903 crop, Mr. Gordon said:

"The plan does not look feasible to me. They have tried it a number of times but we were never caught asleep. Whenever it is attempted you usually find two people playing the same game and there is generally a pretty loud crash. Suppose the Association does corner the crop? They think they will force us to buy, and so do others. If we cannot get burley, we can get a substitute. You know 'necessity is the mother of invention' "significantly remarked Mr. Gordon. After they left the city, reports arrived of heavy purchases by combine buyers in Kentucky. At Owingsville a number of crops were purchased at top prices from 11 and 13¾c per pound. It is said that the Burley Association people have in no instance offered figures that high. At Lexington thousands of pounds were purchased at a general acreage of $11.50 per 100 pounds. BUHRMAN.

COLUMBUS FACTORY GROWING.

The business of the Martter Cigar Co. which established a factory in Columbus, O., has grown so that the factory now gives employment to about 300 cigarmakers. The output of the Columbus plant will average 100,000 cigars a day. The officers of the Martter Co. are Joseph F. Martter, president; F. A. G. Law, Secretary.

Voneiff y Vidal Cruz Back at Their Old Address.

Voneiff y Vidal Cruz, of Baltimore, have removed to the Marine Bank building, at 33 South Gay street, their old quarters. The firm is one of the best known importers of Havana leaf tobacco in Baltimore.

OUR TWO BIG SELLERS

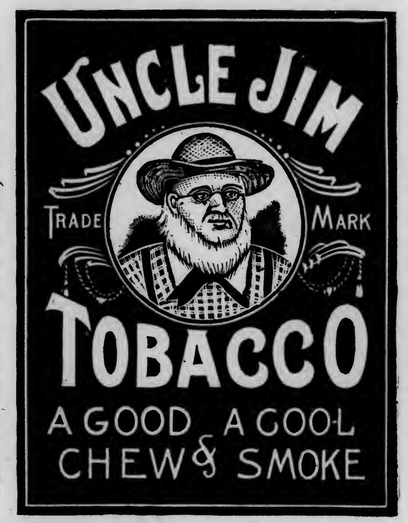
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

ROCHESTER PROTECTIVE ASSOCIATION ELECTS OFFICERS.

At the annual meeting of the Cigar Manufacturers' Protective Association of Rochester, N. Y., the following officers were elected: President, P. Meagher; vice president, P. Werncke; treasurer, H. J. Veith; secretary, F. M. McCarthy; attorney, H. W. Martens; directors, P. Meagher, H. J. Veith, F. M. McCarthy, P. Werncke, R. E. Jones, John Nelson, Fred Graf, D. Harris, James Driscoll, H. J. Schmeiser, H. C. Gnaedinger, Otto Moeschler, J. L. Lintz, D. Stuck.

OHIO AUTHORITIES CONFISCATE CIGARS OF CUBAN SALESMEN.

Chillicothe, O., Jan. 7.

A sensation was created here last week when revenue authorities confiscated 2,500 cigars from Benjamin Sauases and I. Pinto, two Cubans, who claimed to be salesmen for a New York firm. It was alleged that the cigars were not properly stamped. At a preliminary hearing both men had their cases continued.

WISCONSIN NOTES.

Edgerton, Wis., Jan. 14.

The American Tobacco Co. will open several of their tobacco warehouses this week. In fact the Edgerton and Stoughton warehouses are already in operation.

William Brill, of the United Cigar Manufacturers, has returned to his home here after spending a pleasant holiday vacation in New York city.

Max Gans, of Max Gans & Sons, of New York, has recently been doing considerable driving in this state.

Joe Bimberg, of Elmira, N. Y., has also been looking over the markets here.

L. Bincus, representing Taussig & Co., of Chicago, Ill., has been looking over this market in quest of old goods.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Jan. 17, 1905.

Havana—Trinidad Shipping & Trading Co., 20 barrels cigarettes; Jas. E. Ward & Co., 21 cases do.

SUMATRA TOBACCO.

Str. Amsterdam, arrived Jan. 12:
(115 bales; 17 cases.)

E. Spingarn & Co	58 bales
G. Falk & Bro	19 "
Otto Malchow & Co	17 "
A. Blumlein & Co	11 "
S. Auerbach & Co	10 "
S. Ashner	17 cases

HAVANA TOBACCO.

Str. Mexico, arrived Jan. 11:
(1,435 bales; 39 bbls.)

Jas. E. Ward & Co	418 bales
Sartorius & Co	282 "
D. Hevia	158 "
Order	137 "
Leonard Friedman & Co	47 "
M. Arue & Co	45 "
American Cigar Co	45 "
W. Alvarez	40 "
Cruz & Diaz	39 "
V. Lopez	34 "
Simon Batt & Co	34 "
E. Ellinger	27 "
E. M. Schwarz & Co	25 "
A. Murphy & Co	22 "
A. Blumlein & Co	21 "
Lewis Bros.	16 "
Otto Malchow & Co	10 bales
S. Rossin & Sons	10 "
S. Ruppin	10 "
S. L. Goldberg & Sons	8 "
S. Auerbach & Co.	7 "
Simon Batt & Co	27 bbls.
Order	12 "

Str. Vigilancia, arrived Jan. 14:
(1,364 bales; 5 bbls.)

Jas. E. Ward & Co	1,035 bales
J. Bernheim & Son	276 "
S. L. Goldberg & Sons	28 "
G. Salomon & Bros	25 "
Jas E. Ward & Co	5 bbls.

Str. Morro Castle, arrived Jan. 17:
(2,264 bales; 48 bbls.; 366 cases.)

Jas. E. Ward & Co.	915 bales
F. Miranda & Co	209 "
Hinsdale Smith & Co	175 "
Granda, Hermanos & Co	145 "
L. Goldschmidt & Co	131 "
Lewis Sylvester & Co	130 "
A. Pazos & Co	106 "
J. Bernheim & Son	56 "
Hamburger Bros. & Co	48 "
Starlight Bros	41 "
American Cigar Co	40 "
E. Ellinger & Co	39 "
Manrara Bros. & Co	37 "
Lopez, Grau & Co	30 "
Brown Bros. & Co.	28 "
A. Cohn & Co	23 "
Havemeyer & Vigelius	20 "
E. Rosenwald & Bro	16 "
A. Blumlein & Co	15 "
P. Fernandez & Co	13 "
A. Murphy & Co	11 "
Suarez, Selgas & Co	10 "
E. Kleiner & Co	10 "
S. Lopez	10 "
Louis Ash & Co	6 "
Hamburger Bros & Co	26 bbls.
M. D. T. Co	13 "
Jas. E. Ward & Co	8 "
Lopez Grau & Co	1 bbl.
Jas. E. Ward & Co	365 cases
Havana Tobacco Co	1 case

HAVANA CIGARS

Str. Mexico, arrived Jan. 11:
(576 cases; 1 bbl.)

Jas. E. Ward & Co	335 cases
Havana Tobacco Co	168 "
Park & Tilford	25 "
G. S. Nicholas	15 "
National Cuba Co	11 "
Wm. H. Stiner & Sons	10 "
C. D. Stone & Co	5 "
Calixto Lopez & Co	4 "
W. O. Smith & Co	1 case
Emanuel Hoffman	1 "
Chas. H. Wyman & Co	1 "
Jas. E. Ward & Co	1 bbl.

Str. Vigilancia, arrived Jan. 14:
(9 cases.)

Jas. E. Ward & Co.	4 cases
National Cuba Co	4 "
L. G. Smith & Co	1 case

Str. Morro Castle, arrived Jan. 17:
(263 cases)

Havana Tobacco Co	173 cases
Park & Tilford	28 "
G. S. Nichols & Co	21 "
Calixto Lopez & Co	9 "
Waldorf Astoria Segar Co	8 "
National Cuba Co	8 "
L. J. Spence	4 "
G. W. Sheldon & Co	3 "
C. H. Wyman & Co	2 "
Duncan & Moorhead	2 "
A. Hollander & Co.	2 "
J. W. Martinez	1 case
A. E. Outerbridge & Co	1 "
Selgas, Suarez & Co	1 "

HAVANA CIGARETTES.

A. S. Lascelles & Co	6 bbls.
Trinidad S. & T. Co	5 "

—The Merchants' Cigar Co., of Toledo, O., declared a dividend at the stockholders' meeting and re-elected the following officers: President, H. A. La Vey; vice president, O. Clayton Reed; secretary and treasurer, C. E. La Vey.

Good to Keep Good Cigars Good

Your Jobber will give you a Certificate covering small quantities, and when you accumulate Certificates showing purchases of 6,000 CREMO EXPORT Cigars, you will be entitled to one of these handsome Humidors free. :: ::

Size, 30 in. long, 22 in. wide, 25 in. high. Weight, 60 lbs.

THE above illustration is an exact representation of the Humidor in which **Cremo Export** Cigars are packed and shipped by the manufacturer. This Humidor holds 6,000 **Cremo Export** Cigars in boxes containing 100 cigars each. It is metal lined, metal covered, with strong brass lock, and heavy brass drop handles and brass trimmings, with moistener pad in top of lid, ventilator in each end, and attractively decorated in imitation cedar wood.

Each humidor is shipped in a wood case to protect it from being scratched or damaged in transit.

The purpose of the Humidor is to protect the cigars from the deteriorating effects of changes in temperature, and to preserve them in the same good order and condition in which they leave the factory. This it does perfectly for any length of time in any climate on the globe, until the last box is used.

Cremo Export Cigars are made only in Londres, which means a straight cigar, being practically the same size from end to end. This shape is more generally smoked than any other, the world over, which fact is a pretty convincing proof that it is the most popular as well as the most desirable shape in which cigars can be made.

If you serve your customer with a **Cremo Export** Cigar out of a Humidor, you give him the best five-cent cigar in the world in the best condition to please him and hold his patronage; if he is pleased with one he will be pleased with every one.

Send your jobber an order for 6,000 **Cremo Export** Cigars, and he will have them shipped to you direct from the factory in the Humidor, freight paid, and billed as 5,500, at $35.00 per thousand.

The CREMO CIGAR is by several times THE LARGEST SELLER IN THE WORLD.

ASK YOURSELF WHY?

Factories: 26 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

..CIGARS..

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

MARTIN SLABACH,

DENVER, PA.

Manufacturer of High-Grade Union Made CIGARS

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,

LANCASTER, PA.

Manufacturers of

High Grade Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

GEORGE W. McGUIGAN,

Red Lion, Pa.

Maker of

High Grade Domestic

Cigars

Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA

Capacity 50,000 per Day. Prompt Shipments Guaranteed.

MUCH CHEER IN LANCASTER.

Business is Better Than Was Expected and Trade is in Good Humor.

Lancaster, Pa., Jan. 16.

The volume of business done in the local leaf market during the past week has been an agreeable surprise since it was really larger than was expected it would be.

The new crop has been pretty well cleaned up. It is estimated that about three-fourths of the crop has been bought by packers and large manufacturers, and a considerable quantity of it is now beginning to arrive at warehouses. It is expected that, if the condition of the country roads improves any, it will not be long before sufficient tobacco will be in packers' hands to start up their respective warehouses in full blast.

The Lancaster County Tobacco Growers' Association will hold a meeting today, which will be attended by Profs. Frear and Armstrong of the State Agricultural Department. It is also expected that resolutions will be adopted protesting against any further reduction in the tariff on tobacco from the Philippines. A request will also be made for governmental aid for experiments in curing tobacco in the shed.

H. W. Killian, a cigar manufacturer of Ephrata, was spending a few days in Philadelphia this week.

A charter has been applied for by the S. R. Moss Cigar Co., which is to have an authorized capital of $200,000, and which new corporation is to take over the present business of S. R. Moss, and also the Banner Cigar Company.

A. G. McLaughlin has discontinued the manufacture of cigars, and the premises at 228 W. Grant street are now occupied by C. K. Hengst & Co.

T. D. Hene, with Wedeles Bros., of Chicago, and R. M. Granat, of Gillen & Granat, were circulating among the Lancaster trade last week.

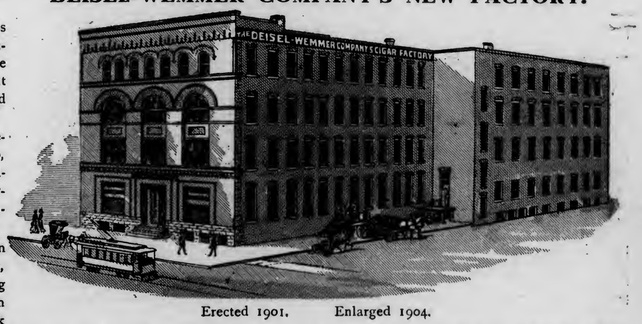
Visiting leaf salesmen are out in force this week, a greater number having been encountered than were met in any week of this year. They generally report a fair outlook for business.

WORLD'S FAIR TOBACCO SOLD.

Three of the hogsheads of tobacco shown in Kentucky's great exhibit at the St. Louis Fair were sold at auction last Wednesday on the Louisville breaks. One of these is a burley, another a Green River and the third a one sucker, and all three were recognized not only by the International Jury of Awards at the exposition as the best types of their variety ever displayed, but they are conceded by tobacco experts of Kentucky to be the best of the crop of 1903.

The hogsheads occupied conspicuous places in Kentucky's tobacco display which was given the largest amount of space devoted to any one product at the whole exposition. The money from the sale goes into the fund of the commission.

DEISEL-WEMMER COMPANY'S NEW FACTORY.



Erected 1901. Enlarged 1904.

The above is an illustration of the enlarged cigar factory of the Deisel-Wemmer Co., at Lima, O., which has just been completed. The main portion of the present building was erected about three years ago, and was 50x120 feet in dimensions, affording facilities for 500 hands.

The addition in the rear is 65x80 feet, and permits the employment of 200 more people, giving the company an output of about 1,000,000 cigars per week. Both the main building and annex are built of stone and brick, and contain four stories and basement.

This business was established in 1891 by Henry Deisel, and a few years ago was incorporated under the name of the Deisel-Wemmer Co., of which the following are the officers: Henry Deisel, president; William J. Wemmer, vice president; Henry G. Wemmer, general manager, and R. J. Plate, secretary and treasurer.

The company's popular leader is the San Felice 5c cigar, but this is by no means its only brand. The American Stag and Star Green are also good sellers in the nickel variety of output, while the General Stark, made in four sizes, is a strong leader with them in the 10c line.

The firm caters largely but not exclusively to the retail trade direct, and employs a force of ten salesmen. The product is almost wholly in hand-made goods, which are sold throughout the entire country. The San Felice has become a veritable password throughout Ohio and other Middle Western States, where the demand is growing at an astonishingly rapid rate. These goods are sold to the trade at $35, less the usual discount for cash in ten days.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER
Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
ESTABLISHED 1871
DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION MADE
5¢ 5¢
MANUFACTURED BY A.B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE
POINTED ARROW · SHARP KNIFE 5¢
VAMPIRE

Trade-Mark Register.

MERCHANTS AND MANUFACTURERS' 14,679
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Jan. 7, 1905, at 9 a m, by George Steuernagle, Pittsburg, Pa.

MONOGRAM, THE Y. C. Co. 14,667
For a firm name. Registered Jan. 7, 1905, at 1 p m, by the Yorkana Cigar Co., at Yorkana, Pa.

KUBIANO 14,668
For cigars, cigarettes and tobacco. Registered Jan. 9, 1905, at 1 p m, by Max Bekoff, Philadelphia. Pa.

VESNA 14,669
For cigars. Registered Jan. 9, 1905, at 1 p m, by Henry A Fischel, Philadelphia, Pa.

BELA 14,670
For cigars. Registered Jan. 9, 1905, at 1 p m, by Henry A Fischel, Philadelphia, Pa.

WAITO 14 671
For cigars. Registered Jan. 9, 1905, at 1 p m, by Henry A Fischel, Philadelphia, Pa.

CLADO 14,672
For cigars. Registered Jan. 9, 1905, at 1 p m, by Henry A Fischel, Philadelphia, Pa.

NIGHT QUEEN 14,673
For cigars. Registered Jan. 11, 1905, at 9 a m, by A P Snader, Ephrata, Pa.

UNCLE FRED 14,674
For cigars. Registered Jan. 11, 1905, at 9 a m, by A P Snader, Ephrata, Pa.

COMMERCIAL TIP 14,675
For cigars. Registered Jan. 14, 1905, at 9 a m, by Wallick & Gohn, York, Pa.

O-WE-GO 14,676
For cigars. Registered Jan. 14, 1905, at 9 a m, by Stauffer Bros.' Mfg. Co., New Holland, Pa.

VUELTA SPRIGS 14,667
For cigars. Registered Jan. 14, 1905, at 9 a m, by Stauffer Bros.' Mfg. Co., New Holland, Pa.

CAYUGA 14,678
For cigars. Registered Jan. 16, 1905, at 9 a m, by John Sauer, Philadelphia, Pa.

UNION PLUCK 14,679
For cigars. Registered Jan. 16, 1905, at 9 a m, by L L Schloss, Chicago, Ill.

UNION GRIT 14,680
For cigars. Registered Jan. 16, 1905, at 9 a m, by L L Schloss, Chicago, Ill.

REJECTIONS.

Union Star, Cream Puff, Spanish Sweet, Oriental Star, Dawn, Delmarvir, Rising Sun, Twilight, Clio, Alexander, Lucifer, Uncle Rube, Foxy Grandpa, Old Chum, The Old Boy, Vesta, Maxim Gorki, Alexandra, Alhambra, Alcazar, Zembo, Rajah, Alleppo, Boumai, Bohemia, D. A. M.

CORRECTION.

O. K. P. Registered Jan. 6, 1905, by the Keystone Cheroot Co., Hanover, Pa., should have been "O. K. P., 186."

CANCELLATION.

"186." Registered by the Keystone Cheroot Co., Hanover, Pa., Jan. 6, 1905, has been canceled.

"ORIGINAL PACKAGE" SETTLED.

Iowa Supreme Court Sustained by U. S. Supreme Bench.

Washington, D. C., Jan. 16.

The Iowa Anti-Cigarette law was upheld by the Supreme Court of the United States today in the cases of Charles P. Cook and Robert E. Hodge, affirming the decision of the Supreme Court of Iowa. The cigarettes were shipped into the State in small boxes, and the contention was made that, in enforcing the law, the State authorities were interfering with interstate commerce.

The Court refused, however, to hold that the small boxes were original packages, and concluded that the action of the State authorities in assessing a tax upon Cook and Hodge was no violation of their constitutional rights.

It has been understood that the American Tobacco Co. was backing the plaintiffs with the idea of getting a final question on this point of law.

The law prescribes that no goods must be sold except from the package which bears the stamp, and the controversy has been as to whether the large package in which the cigarettes are usually sold at wholesale is the original package from which, according to the law, goods must be sold, or if the small package of ten comes under the law. Small dealers who will sell less than ten, have contended that the second reading of the law is the correct one.

In the cases appealed, the claim is that a package of ten cigarettes is an original package in the meaning of the law. The packages were shipped loose to the retailers, without any other box, wrapping or other container. The position of the State authorities was that this method of shipping is altogether unusual, and is a mere subterfuge for the evasion of the law. They hold that the term "original package" means the package in which goods are usually sold at wholesale.

CHANGE IN H. N. MARTIN TOBACCO CO., OF LOUISVILLE.

Casselberry Dunkersch has been elected secretary and treasurer of the H. N. Martin Tobacco Co., of Louisville, Ky. He succeeds Edgar D. Martin, who has entered the tobacco business. W. G. Roark has been made manager of the sales department of the company. John W. Brown has been re elected president and W. S. Logan vice president and superintendent.

LANCASTER AGAINST TARIFF CUT.

County Tobacco Growers' Association on Record as Opposed to it.

Lancaster, Pa., Jan. 16.

The Lancaster County Tobacco Growers' Association held its annual meeting here today, when resolutions were unanimously adopted protesting against the reduction of the tariff on Philippine tobacco.

Several European manufacturers inquired whether or not they could purchase and pack in the local market, and to this President Herr replied that they would be welcome here.

William DeHaven, who had charge of the Lancaster County cigar and tobacco exhibit at the St. Louis Exposition, complained that he had not been paid, but that the matter had been taken to Governor Pennypacker, who directed the Pennsylvania Commissioners to the Exposition to pay the bill.

A committee was appointed to ask the Legislature for an increased appropriation for conducting the State experimental stations in this county.

FACTORIES BURNED IN YORK.

Three Cigar Plants are Destroyed by Fire of Unknown Origin.

York, Pa., Jan. 16.

Fire of an unknown origin destroyed three large frame cigar factories, owned by Thomas Adair, A. Fauth & Co. and James Adair, at Red Lion, and occupied by the respective owners and M. Kalisch & Co., at an early hour on Friday morning last, entailing a loss of approximately $13,000, a small part of which is covered by insurance.

The three factories were two-story frames with attics, and all were used as cigar factories. The fire was discovered at 12:45 o'clock in the factory occupied by Max Kalisch and James Adair, and it spread so rapidly that all efforts of the firemen to save the factories were futile. Henry Obendorf, watchman in Miller Bros.' cigar box factory, gave the alarm, and the people of the town responded promptly.

The Dallastown firemen were telephoned to come to the aid of the Red Lion department, but when it was seen that the fire would not spread beyond the burning cigar factories the request was countermanded.

The buildings were all partly filled with tobacco, cigars and machinery. The losses sustained are estimated as follows:

A. Fauth & Co., $1,200 on building, $700 on stock, insurance $1,400; James Adair, $5,000 on stock, fixtures and building, $2,800 insurance; Thomas Adair, $2,000 on building and stock, insurance $500 on stock; Max Kalisch, $3,500 on stock and fixtures, $1,000 insurance; St. Paul's United Evangelical Church, damage to windows and stable, $400, windows covered by insurance.

Kohler-Snyder Cigar Co., of York, which won a gold medal for the cigars exhibited at the St. Louis Exposition, received the award last week and it is now on exhibition. It is highly prized by the firm.

F. H. POWELL'S "OXUS."

There is not another man in Camden who has done more effective work in the cigar industry than F. H. Powell, 126 Federal street. "Oxus," which is the name of Mr. Powell's specialty has become a sort of pass word with the cigar-loving people throughout the State, and is fast becoming firmly entrenched in its bordering city Philadelphia.

The cigar has been on the market many years and each succeeding year's sales show a healthy increase. The sales in Philadelphia have grown marvelously fast, and a branch office is being conducted at 5 Market street.

Mr. Powell is not only well known throughout New Jersey, where he is extremely popular, but he is also prominently indentified with the trade in Pennsylvania and is President of the Powell-Witter, Leninger Co., of Reading, extensive manufacturers of high grade cigars. It is at this factory that the Oxus is made.

Some months ago a new dress was given the Oxus, which has greatly added to its attractiveness and general improvement of its appearance. The brand is made up in several of the more popular sizes and is sold to retailers at $35 per thousand, less the usual cash discount.

NUBBINS FROM READING.

Good Business, but Not Much of News Interest.

Reading, Pa., Jan. 16.

The Reading trade continues in high spirits over the way business is commencing this year, and a majority of the factories have ample orders on hand to keep them running steadily.

The Fleck Cigar Co. is especially busy at present, and prospects are for a continued good trade.

John U. Fehr & Son in 1904 had the biggest year's business in the history of the house. In fact, their business has grown at a wonderfully rapid rate,

The new factory of Otto Eisenlohr & Bros. is rapidly nearing completion, and will soon be ready for occupancy.

ALLENTOWN NEWS.

Allentown, Pa., Jan. 16.

Trade has opened nicely, jobbers and retail dealers in paricular reporting a fairly good trade for this season of the year.

Julius Alvarez & Co. have the recently opened factory filled with a force of thoroughly skilled cigarmakers and are turning out a fine large line of goods.

Victor Thorsch Co. open a new factory today at Coplay, with a force of seventy-five cigarmakers. They have been unremittingly busy during the whole of the holiday season. Sales of the Bachelor are growing steadily. Buster Brown is a new 5 cent product which they are just marketing, and an innovation for this firm is being introduced with this brand. The goods will be banded, and the bands will be redeemed at the firm's main office in Allentown.

Berninger Bros. are operating with a full force and have a good lot of orders on hand for their Golden Horse Shoe brand of 5 cent cigars. Bondy & Lederer's factory is also very busy. ALLEN.

RESERVED FOR
GEORGE W. PARR
Littlestown, Pa.
MANUFACTURER
of the
FERNSIDE 5-CENT CIGAR
The Brand that was Awarded a Medal at the World's Fair in St. Louis in 1904.

F. V. ESHELMAN,
1600 Arch Street, Philadelphia,
MAKER OF
HAVANA CIGARS

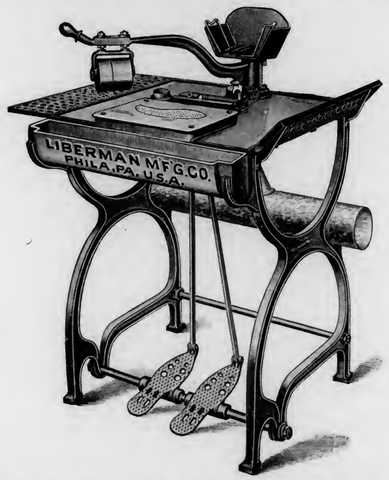
A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

Established 1891. Factory No. 3765.
JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

LIBERMAN'S
Latest Suction Machine

Adopted by the Leading Manufacturers.



Palm Rolling Essential to Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

LIBERMAN MANUFACTURING CO.

Manufacturers of

Cigar Machinery and Tools

240-42 North Third Street,

PHILADELPHIA, PA., U.S.A.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

CUBAN STAMP NOW ON BOXES.

Pasted on the Bottom of the Box and Has Not Attracted Great Attention.

The export stamp which has just been issued by the union of manufacturers in Cuba is now in active operation and is seen on all the later importations in every cigar store handling that class of goods. Practically all Havana manufacturers are using the stamps on goods shipped not only to the United States but to every other country.

The stamp was reproduced actual size in The Tobacco World of two weeks ago and as was at once noticed, is considerably larger than the old red import stamp of the United States. It is of a quiet color, however, and all those which have been seen so far by the writer were pasted on the bottom of the package where it could not readily be noticed.

A dealer whose trade is largely in imported goods was asked whether the stamp had thus far attracted much attention among his customers:

"No, it has not," he declared. "I don't think there has been a single comment made yet, although at that I have had the stamp in the store only a short time.

"Oh, some men are very quick to notice such things," he continued, in answer to a question. "But it has just happened that none of that sort has seen the box yet. At a rough guess, I should say that with my trade, about seven men out of 25 would immediately notice any change in the markings or form of the package containing their favorite brand.

"For instance, the very firsr time I put out a box with a new U. S. stamp on to a customer, he exclaimed on the second: 'I don't want that; where's the red stamp?'

"Of course it was precisely the same cigar in every way that he had been buying, and I explained the situation to him and showed him the smaller stamp on the bottom of the box. He took it all in, and I suppose believed me, but he made me get a box with the old stamp on that I had in stock for him to select from.

"On the other hand, the next five men who asked for imported cigars didn't pay the slightest attention to what the box looked like, but simply verified the label at a glance, took their cigars and went out.

"And as I said, there hasn't a word been said yet about the Cuban stamp, but the next man who comes in is likely to see it at a glance."

FARMERS MUSTN'T BREAK WORD.

Growers' Association Will Prosecute if Tobacco is Not Forthcoming

Clarksville, Tenn., Jan. 12.

Chairman Felix, of the Dark Tobacco Growers' Association, has received instructions to take legal steps against farmers and buyers who violate their pledges to the organization.

It is not believed that there will be many instances where such steps will be necessary, but it is considered best to be prepared and the chairman proposes to act vigorously if it becomes necessary.

As a result of a conference between a special committee from the Association and the owners of a number of prizing houses, it has been arranged that the prizers shall furnish the house, hogsheads, execute bond for faithful duty, uniform assorting and regularly packing so as to prevent leakings. The prizer will also pay the cost of insurance while the tobacco is in their house. The farmer is to deliver the tobacco, be responsible for the order in which it is delivered and remove the tobacco to the storage house after it has been prized.

It was agreed that the uniform price for prizing should be 75 cents per 100. The prizer will also give the farmer a certificate stating the amount of tobacco delivered, which can be deposited by those desiring to have money advanced. Twenty-two prizers in this section agree to prize for the farmers upon the above conditions.

MARKET ACTIVE IN RICHMOND.

Greater Now Than Any Time Since Holidays.

Richmond, Jan. 14.

The local tobacco warehouses this week took on a greater amount of activity than at any time since the resumption of sales after the holidays. O. Shelburn's warehouse reported a fine sale of about 40,000 pounds and a top notch price of $26, which is the highest price since the beginning of the new year. All grades sold well and the farmers went home well pleased and saying that they will return with more tobacco as soon as they can conveniently do so.

E. Shockhoe sold about 40,000 pounds at good prices. The other houses had smaller sales, but ones that showed the market to be in good condition.

J. M. MITTLEMAN

Dealer in

Leaf Tobacco

No. 1619 South Street

PHILADELPHIA

Goods Sold in Any Quantity.

Open Evenings Until Nine o'clock.

THE AROMA THOUSANDS PRAISE.

Havana Box Aroma

$12 per Gallon.

ITS EQUAL UNKNOWN TO SCIENCE

Cincinnati Fruit Refining Company, Cincinnati, O.

C. S. COOPER,

Manufacturer of

Fine and Domestic Cigars

WEST EARL, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 — **Marietta, Pa.** — Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar

☞Distributors Wanted Everywhere.☜

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio.

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

RETAIL TRADE BETTER IN BOSTON.

Some of the Brands That are Moving Out Best.

Boston, Mass., Jan. 15.

The trade has improved a trifle during the past week on what it has been since New Years, and the wholesalers seem to be confident that business will improve much more in the next few weeks especially now that the Falls River strike has been settled temporarily and the mills have started again. Many firms in this city were effected a great deal by this strike, and for months it was almost useless for salesmen to go there.

Sig. Baum, with the Turco-American Tobacco Co., spent a few days here this week, and had no trouble getting orders. The Omega is the best 5 cent Turkish cigarette selling in this locality.

The American Tobacco Co. has a salesman here placing two new brands of Turkish cigarettes, Bizak, a 10 package plain tip, the price of which is $7.00 per M, (and they give gratis with each thousand 4 packages of Turkish Trophies and 4 packages of Moguls) and the Murad, a 15 cent Turkish cigarette, is being sold at $10 per M., a similar package to the Moguls.

A. H. Hill, the well known Water street cigar jobbers left on Thursday for a brief business trip to New York. Mr. Hall is the distributor for Boston for Straitton & Storm's goods.

Geo. S. Harris & Co. are having quite a trade on their Prince of Wales cigar, in their new Howard and Court street store.

L. Miller & Sons, of New York, announce a deal on their Kozy 2¼ ounce 5 cent package and with every 5 pounds they offer 50 Puritans gratis. This deal terminates February 15.

"Edgeworth" made by Larus Bros. Co. is selling nicely and is packed in three styles 4, 8 and 16 oz. tins.

F. X. Oberle Co.'s Bostonia 10 cent cigar is rapidly forging its way to the front in popularity. F. J. Greener, Jr., is now representing the firm on the road and suburbs.

F. R. Grim & Co., 85 Dover street, who make a specialty of jobbing union and independent goods exclusively, are increasing their business daily. Their leaders in 5 cent cigars are, U Can't Beat It and El Cafe Bouquets.

Joe Gordon, of Gordon Bros., the south end tobacconists, contemplates getting married some time in March.

M. Falk, of the Falk Tobacco Co., is calling on the local trade. Mr. Falk is very popular here on account of his long connection with the late firm of Cameron & Cameron.

The American Tobacco Co. is about to place on the market here a new short smoke similar to Leroy little cigars that will retail at ten for fifteen cents. The name of the brand is Flexo.

A. Shadoff has been engaged by J. O. Cohn as city salesman.

During the past week there has been quite some business done on the Pride of Virginia sliced cut tobacco, as many of the jobbers are well stocked with same. Having obtained it with tags and coupons of the Floradora Tag Co., it stands them very low in price.

Grumbler cigars are selling well here. C. H. Carruth & Co. who operate one of the largest bowling alleys here, placed a nice order for some of these cigars this week.

Sam Marcuson, representing the American Tobacco Co., is certainly making good on the Hassan cigarettes and these goods can be found in almost every first class cigar store in Boston. BEN ALI.

ROYAL CIGAR CO. ORGANIZED.

New York Concern is Thought to be Part of United Cigar Stores Co.

New York, Jan. 13.

The Royal Cigar Co., with a capital of $250,000 is the latest in the field in this city, and the new firm commences business with John F. Whelan, of the United Cigar Stores Co. at its head.

The company last week purchased the cigar store at Twenty-sixth and Broadway, the fitting up of which place is said to have cost $150,000. The change of ownership took place on January 9.

The Royal Cigar Company has been organized under the laws of this State. The capital stock is set at $250,000. John F. Whelan, of Syracuse, is the president, and several men well known in the tobacco trade are said to be interested. The company announces that it will run a chain of cigar stores in New York, to deal in high grade goods. It is said to be looking for other eligible locations, especially for one on Wall street.

The Whelans who own and operate hundreds of stores throughout the United States under the corporate name of the United Cigar Stores Company are, it is believed, the principal owners of this new company, which while apparently a competing company, is apparently to work in harmony with it.

It is thought that through the new company, the organizers of the United Cigar Stores Co. desire to market a better grade of goods than is the case with the United Stores.

The store in question was opened a year ago by the Havana Cigar Company and has been considered one of the handsomest establishments in New York city.

INCORPORATIONS.

Judge Joseph Henry Lumpkin, of the Superior Court, has granted a charter to the Southern Cigar Co., the incorporators of which are F. R. Jamison and E. W. Hallowell. The company will deal in all kinds of tobaccos and manufacture cigars.

Articles of incorporation have been filed with the Secretary of State by Ferris & Grady, wholesale cigars and tobacco, Minneapolis. Capital stock $25,000. Incorporators, James R. Ferris, Wm. H. Burd, and James H. Grady.

The Independent Cigar and Tobacco Co., of Boston, has been incorporated with a capital of $250,000. The promoters are P. S. Chase, A. P. Goodell and M. I. O'Donnell.

The C. A. Smith Cigar Co., with a capital of $5,000, has been incorporated at Binghamton, N. Y., by Charles A. Smith, Menz W. Goodell and William S. Polly.

The Thomas Cigar Co., of Chicago, has been incorporated by M. Salamon, N. A. Stern, and Menzo I. Rosenbaum, with a capital of $2,500.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories. Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,

Are the **CIGARS** of the following Registered Brands:

"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.

Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here. We Will Save You Money.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

For a distance of about one mile each way from my home, on the road from Greenfield to Northampton, there were raised last season 148 acres of tobacco, yielding on an average 1,500 pounds per acre, or 220,500 pounds, and the probable price will not be far from 15c per pound. For this the farmers will receive over $31,000; how much of this will stick to the inside linings of their pocketbooks is a problem. With a poor crop last year, and the probable indebtedness for fertilizer for the raising of this year's crop, and the paying for fertilizer for the coming crop, my opinion is that with some there will be a very small surplus left for a working fund. I wish it might be larger than it will probably be. With the increased amount of the crop to be raised this year I think more of the money coming may be allowed to stay with the workers.

Our correspondents write:

Montague, Mass.: "A. M. Lyman sold three acres at 13c. Donaldson & Brown, about two acres at 13½c. I think farmers have their tobacco all stripped now."

Hadley, Mass.: "The tobacco crop of 1904 has been about all taken down and is being stripped and in the bundle; 16c seems about what the buyers are paying per pound. No sales have been reported as yet this week."

Conway, Mass.: "We have had considerable activity here in the past week in the tobacco business. We had a fine, damp time and all but one grower finished taking down and we are having a fine, nice, warm time to strip without taking it in by a fire. Nearly all the tobacco here is sold. Those who sold last week are H. T. Newhall, H. D. Pease, Charles Parsons & Son, G. H. Johnson, D. Newhall, D. Weston; prices ranging from 11@14c in bundle."

Suffield, Ct.: "Tobacco men are interested in an experiment tried by W. S. Pinney, of Suffield, who this year, instead of cutting his crop in the usual way, picked six tons of it, using the method employed in the harvesting the shade-grown. Mr. Pinney is enthusiastic over the plan, but says its value cannot be estimated until the crop has been through the sweat. Now it is in excellent condition and is a very handsome crop. He made two pickings; one included all but the four top leaves, and the second the top leaves. One leaf is packed at a time, and forty leaves put on one lath. As each leaf is separate there is no danger of polesweat. He thinks by this method more weight to the acre can be obtained. The cost of picking, hanging and getting the leaves into bundles averages about $6, or $3 more than the old way. The longed for damp spell came Tuesday, and all were quick to take advantage of it and get their tobacco down. Buyers are looking at the crops, and I hear of one sale at 16c."

Bradstreet, Mass.: "I have to report the sale of one crop of tobacco of 14 acres at 18c, sold by Oscar Belden & Sons. Stripping all done."—American Cultivator.

EDGERTON, WIS.

The week has been largely a stormy one, holding back a good deal of riding in country districts that otherwise might have been done. The new crop is receiving some attention but not much organized effort to take it over is noticeable. Prices for choice lots bring anywhere from 7 to 10 cents for bundle delivery. The search for old leaf continues so that the deliveries made at packing points are about equally divided between the new and cured tobaccos.

F. S. Baines purchased a 175cs lot of old goods of Chris Olson of Stoughton. W. T. Pomeroy & Co. sold 200cs of '02 and '03 leaf.

The handling of the new crop is now under way at several packing points and the number of warehouses opened will be increased soon. It is believed the deliveries will be sufficient to keep them steadily running, though not over 25 per cent of the Crawford county leaf has been removed from the poles to date. The American Tobacco Co. intends to commence warehouse handling at several packing points the coming week.

Shipments were 947cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 20 hhds., offerings on the breaks 45 hhds., public and private sales 93 hhds.

The quality of the offerings was poor, with a full proportion of nondescript leaf.

The market was active and rather stronger in price. Holders of what remains of the 1903 crop look for higher prices, as the new crop is held at very much larger figures than those ruling for old tobacco, the gap between the two is a wide one. The hands of the Planters' Association are strengthened by the steady signing of crops to its management and a full reduction of this year's planting is generally discussed.

There is but little doing in the loose tobacco market. The weather for the past week has been cold with one snow storm.

For Old Tobacco, we quote:

Low Lugs	$3.50 to $3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.75 to 5.50
Common Leaf	5.75 to 6.75
Medium Leaf	7.00 to 8.00

—The Cliff-Weil Cigar Co., of Richmond, Va., is being organized with a capital of $100,000, to conduct a cigar business on Main street.

M. KALISCH & CO.

Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM

CIGARS

Red Lion, Pa.

Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL

MANUFACTURER OF Successor to J. Neff

High Grade Cigars

ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes

L. R. BROWN,

WHOLESALE

Cigar Manufacturer,

Brownstown, Pa.

CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory

THOMAS A. WAGNER, Proprietor,

Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent ***CIGARS***

Samples and Prices Sent to Responsible People.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

P. G. SHAW

Manufacturer of

Fine and Medium

CIGARS

Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS HUTCHINSON / BEN DE BAR

A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA

Packer of

Leaf Tobacco

Penna. Seed B's a Specialty

Warehouse at Railroad Crossing

LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.

T. M. KILDOW CIGAR CO.

Wholesale

Cigar Manufacturers

Bethesda, Ohio.

Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby

Rothsville, Pa.

Wholesale Manufacturer of Strictly Uniform Quality of

HIGH GRADE

Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO

C. RUPPIN---LANCASTER, PA.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

W. E. KRAFT

MANUFACTURER

Havana and Seed Cigars

East Prospect, Pa.

OUR SPECIALTY is the

"THREE BEAUTIES"

put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, Established 1895.

WHOLESALE MANUFACTURER OF

Our Leader:

WEALTH PRODUCER. Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

USED TWENTY YEARS WITHOUT A FAULT.

Havana Flavor

Purely Vegetable. $12 per Gallon.

DO NOT EXPERIMENT WITH OTHERS.

Cincinnati Fruit Refining Co., Cincinnati, O.

C. M. CLIME & BRO.

TERRE HILL, PA.

We Sell to Jobbing Trade only

OLD HICKORY

VIRGINIA DARE 5¢ WAXHAW

JACKSON THE GREAT

10¢

GERMAN FARMERS' QUAINT WAYS

Some of Them Cure Their Tobacco in Their Own Houses.

Washington, D. C., Jan. 10.

United States Consul Brittain, at Kehl, Germany, writes the following interesting matter concerning the small planters in Baden and their primitive methods of cultivating tobacco. Consul Brittain says that in the Grand Duchy of Baden during 1903 there were engaged in the cultivation of tobacco 35,091 small planters who had under cultivation 16,610 acres, chiefly in the valley of the Rhine. Many of the plots contain but a few square rods of land, cultivated by men and women working side by side in the fields. The total value of the crop harvested in 1903 was $1,541,466. There were 848 less acres of land under cultivation than in 1902, and 2,327 fewer planters engaged in the business, and the decrease in the value of the crop was $393.389.

The leading causes for this decrease, says Consul Brittain, were the difficulty in obtaining young plants and the unsteady condition of the tobacco market. While the crop of 1903 was below the average the quality was good and the planters realized an average price of a fraction over 5 cents a pound when the tobacco was dried. The 1904 crop has not been marketed, but will be less than that of 1903, as there were 903 acres less planted.

In Alace-Lorraine 3,456 acres were planted in 1903, yielding 7,810,582 pounds which sold at an average of 5.7 cents a pound. The quality of the tobacco in Alsace Lorraine was not very good, and the indications are that the crop of 1904 will be considerably less than that of 1903, as the area pianted is 3,348 acres less.

The farmer or planter is not obliged to pay any tax on his tobacco, but as soon as it passes out of his hands an excise duty of $10.71 per 220.46 pounds must be paid. Many of these small planters or farmers handle their tobacco in a very primitive manner. When the tobacco is cut the leaves are hauled to the home of the planter in old wagons drawn by one or two cows. The leaves are then hung up to dry in rows around the outside of the house or other buildings. Some of the more extensive planters have special drying houses.

Business Changes, Fires, Etc.

Connecticut

Bridgeport—Rehstock Bros, cigar manufacturers; burned out

Illinois

Chicago—L Abeles & Co, tobacco, announce dissolution; L Abeles continues under same style——Louis P Weiser, cigars, etc; dead

Indiana

Columbia City—O Hayden, cigars; succeeded by B Warren

Elwood—Charles Cooper, cigars, etc, real estate mortgage, $250

Wabash—F H Richmond, cigars and tobacco; discontinued

Iowa

Vinton—John L Robinson, cigars; succeeded by George N Ulrice

Waterloo—Casebeer Bros, cigars; sold out

Maine

Auburn—Gauther & Wilson, cigar mfrs; succeeded by Mrs F D Hooker

Bangor—F E O'Leary, cigars; burned out; partially insured

Maryland

Baltimore—J H Hays & Co, leaf tobacco; succeeded by Gibson & Aubrey——James Mather, retail cigars; damaged by fire

Massachusetts

Boston—D J Kouhry & Co, cigarette mfrs; chattel mtge, $2,000

Michigan

Detroit—Hutton Bros, cigar manufacturers, bill of sale, $1

Minnesota

Duluth—Kemmerer & Schroeder, cigar manufacturers, succeeded by J W Schroeder

Minneapolis—Ferris & Grady, wholesale cigars, incorporated, capital stock, $25,000

New York

Elmira—Eastern Leaf Tobacco Co, damaged by fire Insured

New York City—S Sumprecht, cigars, damaged by fire——N Jacob, admitted into the firm of E P Cordero, cigar manufacturers, and style of firm name changed to E P Cordero & Co

North Carolina

Greenville—The following have been

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

436 & 437 W. Grant St.

Lancaster, Pa.

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Co.

NEW YORK.

CHICAGO. CINCINNATI.

CIGAR MOLDS

VERTICAL TOP

OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

SOLID OR DURABLE

THE AMERICAN CIGAR MOLD CO.

121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

PRINCIPAL OFFICE,

120-128 Pacific Street,

NEWARK, N. J.

Established 1877 New Factory 1904

H. W. HEFFENER,

Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Steam Cigar Box Manufacturer

Howard & Boundary Aves.

YORK, PA.

INLAND CITY CIGAR BOX CO

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

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A. KAUFFMAN & BRO.,

CIGAR BOXES

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MAKER OF

CIGAR BOXES LABELS

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EMBOSSED CIGAR BANDS

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We have them in large variety. Send for Samples.

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116 and 118 E. Fourteenth St., NEW YORK.

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Ten Cent Cigar

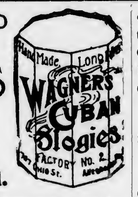
Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively
JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.
Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



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W. D. SAHM'S
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C. A. Rost & Co.
Wholesale Dealers in
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Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
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Sumatra and Havana
Red Lion, Pa.

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Cable Address "CLARK."
Clarksville, Tenn.

damaged by fire: Evans, Hooker & Co, tobacco warehouse; E B Ficklen Tobacco Co; O R Jeffress, tobacco warehouse; E H Thomas & Co, tobacco; Thomas & Green, tobacco

Ohio

Cleveland—C DeArengo, cigar manufacturer, petition in bankruptcy

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Wisconsin

Racine—Biddinger & Pohl, cigars, M Bittinger, dead

Sheboygan—John Vandervart, cigars, etc, warranty deed, $1,300

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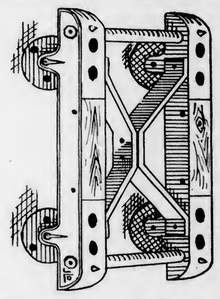

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It won't leave its position on the floor when a case falls on it.
If you have an old wooden truck, or none at all, this is the Cheapest and Best Truck made. Write at once to
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Care of Box 184, York, Pa.

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FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
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E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

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Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

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WM. F. COMLY & SON
Auctioneers and Commission Merchants
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Regular Weekly Sales Every Thursday
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Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
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92 Reade Street, NEW YORK.
The First to Manufacture Sweetener in the United States
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550 Times Sweeter than Sugar
Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

Combination
SCRAP
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Specially Cleaned and Carefully Graded.
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CIGAR RIBBONS

FOR SALE BY ALL DEALERS

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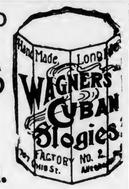

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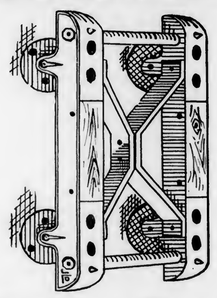

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SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

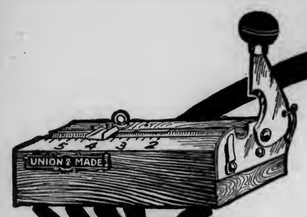
INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & Co. ◇ HAVANA
IMPORTERS OF
123 N. THIRD ST.
PHILADELPHIA

The PERFECTLY CUT CIGAR

is cut with a

National Cigar Cutter.



It is one Cutter which doesn't bunt, chew or tuck burst. Knife stays sharp—spring stays strong—handle "stays put"—can't break up, act up, or do any "fool tricks".

Cuts only one way—the **right** way. All the **good** points of all other Cutters—not one of their bad points. A durable, dependable, serviceable tool that **satisfies**—thousands in use.

They sell to the class of workmen whose time is money—who know a really good thing when they see it—who are satisfied **only** with the **best.**

National Cigar Board. No dulling or turning of Cigar Knives, or cutting away the board.

Selected Rock Maple Ends, thoroughly kiln dried, and soaked in linseed oil to preserve life and retain moisture—glued and triple bolted—finished like marble by our own special process.

No closer or harder grained wood ever produced—no other so smooth and uniform in surface.

Prices from 10 to 25 per cent lower than others—Quality so much higher they **never** can reach it.

If you want any kind of Cigar Tools, isn't this about the kind you want? Get our Special Proposition. Coupon brings it.

NATIONAL SELLING CO.
ALLENTOWN, PA

CUT THIS OFF AND MAIL IT.

NATIONAL SELLING Co., Allentown, Pa.
Give me prices and particulars, and send your complete catalog.

Name _____

Address _____

State whether you are a dealer, cigar mfr. or user.

Maybe not today or tomorrow, but some day soon

You'll need them quick!

Note the address—

S. Omicron & Bro.
430 Walnut St.
Philadelphia

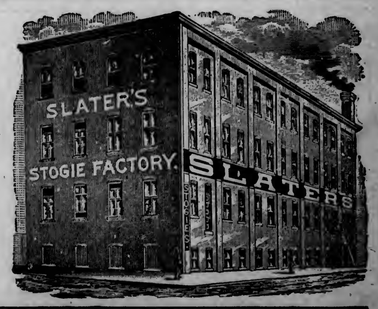
Bell Phone

JOHN SLATER & CO.

Manufacturers of Hand-Made

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



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ESTABLISHED IN 1881
Vol. XXV., No. 4.

PHILADELPHIA and NEW YORK, JANUARY 25, 1905.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

WE ARE SELLING

Sumatra Tobacco

at the Right Prices.

IMPORTATIONS:

4,000 Bales Annually

H. DUYS & CO.

No. **170** Water Street,

New York.

Branch of De Amsterdamsche Tabakshandelmaatschappij, Amsterdam

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
THE TOBACCO WORLD

SMOKE VETTERLEIN BROS' SABOROSO PHILADELPHIA CIGARS
PHILADELPHIA BOSTON

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

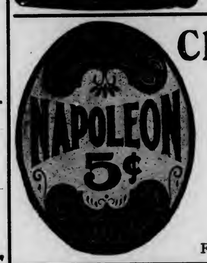
PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

E·E·KAHLER
READING, PA.
MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E·E·K· WYOMISSING 10¢

EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the Food You Eat
Vesper CIGAR 5¢

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.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Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836–A.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

WHITE KNIGHT
CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F. H. POWELL'S LA FLOR DE Oxus CELEBRATED 5¢
PHILADELPHIA CIGARS CAMDEN

E. A. CALVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

CALL IN SUCH SLUSH.

Independent Chicago Dealers Should Suppress Newspaper Silliness.

Some time ago an extract from a Chicago daily paper was printed in these columns and comment was made that such rot was doing the independent dealers in that city more harm than good in their fight against the United Cigar Stores Company. The article in question was a highly flavored account of a reputed encounter between a trust salesman, an independent dealer and a sympathetic customer, in which the first was put to rout, and the affair was about as plausible as a sale of rain coats in the Sahara.

Here is another, recently printed in the Chicago Journal, the same paper which has printed continued installments of such slush:

"Salting the brands" is a phrase that smokers are now becoming well acquainted with, and in consequence the goods of the tobacco trust are being left in their gaudy boxes instead of making Chicago smokers dizzy.

An amusing incident, showing how quickly smokers have caught on to the scheme of placing inferior cigars under well known names, is related by a prominent dealer.

"A well dressed man entered my store a few days ago, briskly laid down a quarter, and asked for a couple of cigars. When the clerk passed over the box the customer looked at them and became very much confused.

"Are those really good cigars?" he asked.

"They are as good as any in the market," replied the clerk.

"I don't think they are," said the man. "They look all right, but I guess I won't buy."

"What objection have you to this brand?" asked the astonished clerk.

"Well," said the doubting Thomas, "you people used to have some good cigars once on a time, but they are all out of the market. You control good locations, but I may as well be candid. You are 'salting' the brands."

Before the clerk could recover his breath the man was outside.

A minute later the same customer was back at the counter.

"Good Lord," he gasped; "I thought this was one of those stores where they work off cheap cigars in high class boxes. The joke is on me and I'll take a box of those perfectos I was looking at."

The sooner the independent dealers in Chicago, or anywhere else, awake to the fact that such "pipes" as this will only injure their cause, the better off they will be. The newspaper in question recently printed a large advertisement for the independents and is evidently desirous of making good.

The Tobacco World would like to see the independents succeed and offers as the best possible advice the suggestion that the dealers call off this Chinatown reporter.

—The Wisconsin Cigar Co. of Madison, by its president, N. P. Strause, and secretary, H. M. Curtis, filed an amendment increasing its capital from $10,000 to $25,000.

CUBAN RECIPROCITY WISE MEASURE BUT TARIFF CUT BAD.

President Frye, of New England Growers' Association, Defends Senator Platt's Cuban Amendments which Association Originally Opposed, but Scores Secretary Taft's Philippine Reduction.

Hartford, Conn., Jan. 20.

The recent annual meeting of the New England Tobacco Growers' Association held in this city was remarkable for its vigor and enthusiasm which showed the organization to be brimful of life and one of the strong bodies to be reckoned with by those in favor of adverse legislation relating to the tobacco trade.

H. S. Frye, of Poquonock, who was again elected to the presidency after a vacation from the office of two years, made an extremely interesting address, of which a portion follows, placing himself on record as in favor of Cuban reciprocity. He took up the cudgels for Senator Orville H. Platt, whose measure was originally opposed by the Association. Mr. Frye said that he accepted the presidency again as not only a vindication of himself, but of Senator Platt, who had favored Cuban reciprocity. If he (Mr. Frye) had been at home the five years that he had been at Washington he would have looked at the question in the same way as the farmers in this section. Speaking further, he said in substance:

I fully endorse and heartily sympathize with the tobacco farmers in their opposition to the extremely low rates of duty proposed on Philippine tobacco, but I have no sympathy with that bigoted fanaticism which, stooping to misrepresentation and bearing false testimony, could drive the New England Association into opposition to one of the wisest, one of the most just and equitable, one of the most necessary and honorable measures, that have ever redounded to the honor and credit of this country; an opposition, too, that could not be justified even under the most selfish considerations of self interest, for the result has proved the truth of my contention then, that reciprocity with Cuba could not injure the tobacco interests of New England to the amount of a single dollar.

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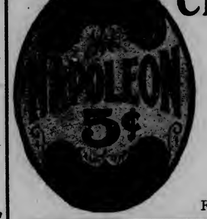
C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
—THE TOBACCO WORLD—

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)



Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors

Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

CALL IN SUCH SLUSH.

Independent Chicago Dealers Should Suppress Newspaper Silliness.

Some time ago an extract from a Chicago daily paper was printed in these columns and comment was made that such rot was doing the independent dealers in that city more harm than good in their fight against the United Cigar Stores Company. The article in question was a highly flavored account of a reputed encounter between a trust salesman, an independent dealer and a sympathetic customer, in which the first was put to rout, and the affair was about as plausible as a sale of rain coats in the Sahara.

Here is another, recently printed in the Chicago Journal, the same paper which has printed continued installments of such slush:

"Salting the brands" is a phrase that smokers are now becoming well acquainted with, and in consequence the goods of the tobacco trust are being left in their gaudy boxes instead of making Chicago smokers dizzy.

An amusing incident, showing how quickly smokers have caught on to the scheme of placing inferior cigars under well known names, is related by a prominent dealer.

"A well dressed man entered my store a few days ago, briskly laid down a quarter, and asked for a couple of cigars. When the clerk passed over the box the customer looked at them and became very much confused.

"Are those really good cigars?" he asked.

"They are as good as any in the market," replied the clerk.

"I don't think they are," said the man. "They look all right, but I guess I won't buy."

What objection have you to this brand?" asked the astonished clerk.

"Well," said the doubting Thomas, "you people used to have some good cigars once on a time, but they are all out of the market. Yon control good locations, but I may as well be candid. You are 'salting' the brands."

Before the clerk could recover his breath the man was outside.

A minute later the same customer was back at the counter.

"Good Lord," he gasped; "I thought this was one of those stores where they work off cheap cigars in high class boxes. The joke is on me and I'll take a box of those perfectos I was looking at."

The sooner the independent dealers in Chicago, or anywhere else, awake to the fact that such "pipes" as this will only injure their cause, the better off they will be. The newspaper in question recently printed a large advertisement for the independents and is evidently desirous of making good.

The Tobacco World would like to see the independents succeed and offers as the best possible advice the suggestion that the dealers call off this Chinatown reporter.

—The Wisconsin Cigar Co. of Madison, by its president, N. P. Strause, and secretary, H. M. Curtis, filed an amendment increasing its capital from $10,000 to $25,000.

CUBAN RECIPROCITY WISE MEASURE BUT TARIFF CUT BAD.

President Frye, of New England Growers' Association, Defends Senator Platt's Cuban Amendments which Association Originally Opposed, but Scores Secretary Taft's Philippine Reduction.

Hartford, Conn., Jan. 20.

The recent annual meeting of the New England Tobacco Growers' Association held in this city was remarkable for its vigor and enthusiasm which showed the organization to be brimful of life and one of the strong bodies to be reckoned with by those in favor of adverse legislation relating to the tobacco trade.

H. S. Frye, of Poquonock, who was again elected to the presidency after a vacation from the office of two years, made an extremely interesting address, of which a portion follows, placing himself on record as in favor of Cuban reciprocity. He took up the cudgels for Senator Orville H. Platt, whose measure was originally opposed by the Association. Mr. Frye said that he accepted the presidency again as not only a vindication of himself, but of Senator Platt, who had favored Cuban reciprocity. If he (Mr. Frye) had been at home the five years that he had been at Washington he would have looked at the question in the same way as the farmers in this section. Speaking further, he said in substance:

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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1805

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LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

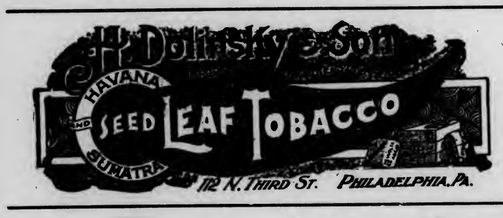
L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.



The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

AND

Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

IMPORTERS of

Young & Newman, Sumatra & Havana

21 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

The Old Salesman's Musings.

A BROTHER OLD-TIMER MAKES A FEW REMARKS

The musing habit among old time salemen seems to be contagious, as the following few remarks have been received from "an old Knight of the Grip." This knight, after mournfully comparing the silver and gold days of the past to the sad present, takes occasion to air a grievance, the timeliness of which will be appreciated by many a leaf dealer.

THE OLD SALESMAN.

When I get retrospective and look back to the good old times when the traveling man's existence was a thing of joy and compare it with the strenuous times we are now experiencing it makes me give expression to the old saying that "good things never last."

When I first started on the road some twenty-five years ago I simply had to present my card, to be sure of a hearty reception and an invitation to call on the man's family. I was handed a good cigar and was generally treated hail fellow well met. My prospective buyer would call at my hotel, look over my samples and buy about twice, yes, three times as much as I could sell the same man now with the same amount of working force.

Now, when I call on the trade I am given a more or less frosty reception, and after separating myself from a quarter for which I get two, as a general thing, bum cigars—the customer takes the other—I am told with a glassy eye that "Mr. Blank, your competitor, was here yesterday and sold me a case of tobacco that has yours "skinned to death," for 2 cents a pound less than you want."

Then I am asked to buy a ticket for a raffle on a gold mounted pipe and to cap the climax my customer's children came in with miniature bricks selling at only 5 cents apiece to help build a church. Then I am likely to be told that when I call again and have some cheap goods (quoting price about 20 per cent under market values) he may look me over.

The outlook for business this year is of the brightest. Tobacco is high and for that reason none of the manufacturers large or small are overstocked and consequently salesmen will have no trouble to dispose of goods that are desirable, as I have never seen good tobacco scarcer that it is now.

I can only explain this by saying that the demand has almost doubled, but the acreage hasn't increased to any visible extent. Would advise any farmer who has good rich soil to raise tobacco and he can command a good price for it, and get it at that. The jobber today is in an unenviable position. Formerly the large packers and importers sold only to jobbers, whereas now they cater direct to the manufacturers and none are too small for them. I know of several instances where one of our leading concerns sent a small manufacturer samples of Sumatra and he being unable to pay the duty cash, they sold him at "long" price glad to take his promises to pay for what they had already paid duty.

Such competition makes a jobber feel like licking his grandmother, but that is what he has to buck against and even worse. The evil of selling a man 50 cases of tobacco, letting him take them as he needs them, and settle from date of shipment, storage and insurance free for an indefinite period, seems to be increasing instead of diminishing. Competition is so keen that dealers give more liberal terms than in any other legitimate business. Profits are cut to a minimum and at the end of the year Mr. Dealer says: "I have done a big business but where is the money?"

I wish we could stamp out this evil. If a man wants 5 cases of tobacco, let him buy it and not carry 50 when he needs only 5 at a time. The chances are if the market slumps, the buyer will say with tears in his eyes: "I'm sorry but I can't use your goods any more as they don't fit my combination," or give some other frivolous excuse while the seller may have held the goods 2 or 3 months and might have sold them a half dozen times. If, however, the market takes a bull movement the buyer has the safest investment in the world—making money from other people's capital. I agree with an old friend of mine in saying that a tobacco man can never be happy.

It is the hardest thing under the sun to make a manufacturer, especially a small one, believe that the market is high but in "the sweet bye and bye" when they find what I tell them is true they will be gnashing their teeth that they didn't take my advice. It is a Herculean undertaking, in fact almost an impossible one for a importer to raise the price of his cigars, but at the leaf price ruling at present he must either do this or "cut" the quality of his cigars.

BILLY.

TRAVELING SALESMEN AS TRADE GETTERS.

United States Vice Consul General George H. Murphy sends from Frankfort, Germany, the following statement from a report of the French vice consul at Mogador, Morocco, in regard to German commercial activity in that country:

By their astonishing activity and wonderful patience the Germans have distanced all competitors here. Our trade is declining because we have no traveling salesmen. On the other hand, the Germans themselves offer their products for sale, gather information in regard to what is wanted in Morocco, and carefully comply with the demands of the market in the matter of forms and colors. It is accordingly easy to understand why they are succeeding.

—S. H. Gordon and E. W. Pamperin will organize the Gordon Cheroot Co., of Richmond, and establish a plant at Fifteenth and Main streets. D. T. Manget & Co. will establish a cigar factory at Newnan, of which Bowen Reese will be superintendent.

F. V. ESHLEMAN,

1600 Arch Street, Philadelphia,

MAKER OF

HAVANA CIGARS

A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

Sulzberger-Oppenheimer Co.

(Limited)

Cigar Manufacturers

Broad & Noble Sts.

Philadelphia

JOSEPH HOLLARD & SONS,

Makers of

Hollard's Premiers,

Franklin Club,

Luxury,

and NUMEROUS PRIVATE BRANDS.

Seal Cigar Factory,

2203 South Street, Philadelphia.

Hollard's

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,

Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,

Southeast Corner Second and Market Streets,

Camden, N. J.

THE REALM OF THE RETAILERS

HOW THE LARGE HUMIDOR IS CONSTRUCTED.

"WHAT would you think of spending $150,000 for a humidor just to keep Havana cigars moist?" asked the busy manager of the cigar department of a big distributing house. "Makes your $4 Christmas present of an oak humidor look rather insignificant, does it not? This costly vault is installed in one of the modern fire proof buildings in New York—in the warerooms of one of the big cigar companies."

The step from the animated office, thronged with salesmen filling out orders and stenographers busy with the firm's correspondence, into the cigar vault, through an armored door, is not unlike entering a cooling room at the Chicago stockyards. But instead of rows and rows of sides of beef cooling out, the cigar vault is lined with shelves on which rest the choicest importations from the Queen of the Antilles.

The most striking feature about the big humidor is the center mat of plain red brick. This portion of the floor is what furnishes the humidity for the room. Made of a special kind of clay and burned with infinite care in a special kiln, these bricks really are sponges. They are dampened regularly and give off their moisture with such automatic regularity that the most precious fabric in the highly varnished box from Cuba will not be injured.

Safely secured in each box, the fragrance and bouquet of each cigar is not permitted to escape. Although it is not contemplated that Havana stocks shall remain a long time in the vault, experts are agreed that they might be kept for months without loss of flavor, quality or value.

The entire sheeting of the vault is zinc—a splendid nonconductor—and between that and the outside sheath of the big humidor are many thicknesses of felt. The floors are set in a bed of cement and felt, and the porous bricks are laid with the care of mosaics.

Essentially the big cigar humidor is the same whether it costs only a few hundred dollars or as much as the most costly one in the country. It must have a zinc lining, thick doors and the moisture-disseminating bricks.

In a well-appointed cigar vault the temperature is just 50 degrees Fahrenheit. The humidity is indicated by a system of dials. The latter varies according to the amount of moisture in the bricks, the outside temperature and the draught from the opening and closing of the doors.

Havana goods are delicate and have to have considerable solicitude shown for their welfare. You may take from a humidor or vault some of the choicest imported cigars for a European trip, only to find that after crossing the Atlantic your cigars have lost many good qualities—have taken on others not so desirable as they might be, and you complain of them.

The ocean voyage, plainly affects fine tobacco. The cigars are as susceptible to climatic changes as ivory is. The humidor humors the cigar—the dealer watches it with the care of a physician, and the consumer appreciates this solicitude. After all, it's simply one of the up-to date phases of business.

WHAT A WINDOW DISPLAY ACCOMPLISHED.

THERE is every reason why just as much care should be taken in preparing the show windows of a small cigar store, as is the rule with the enormous windows of the modern department store. There never was a store so small that it didn't pay to display samples of its goods, and the merchant who is satisfied by the mere act of dumping a quantity of stuff on the floor of the window and allowing it to remain there indefinitely, does not deserve to have a window in his store.

He would never dream of doing business without a show case. As a matter of fact, his window is a more important adjunct than the show case, for it stands to reason that anyone who sees the show case, sees it because he is inside for the purpose of buying something, whereas, the window display is supposed to catch those who before they saw it had no idea whatever of making a purchase.

The dealer whose store is situated in a residence section of the city, or in a small town, is apt to get the idea that a certain amount of trade will fall to him anyhow, and so it is a useless proceeding to go to any trouble and expense attempting any display changes.

It is a very mistaken idea. In a flourishing country town not a great distance from Philadelphia is a cigar store which was purchased about three years ago by the present proprietor, a man not more than thirty years old. The store is near a drug store, the owner of which has progressive ideas, and makes at least one different window display, after the manner of the Evans stores in Philadelphia, every week.

The cigar store had been allowed to run along with its regular trade before the present man took it, and the goods in the window at the time of the purchase had probably been there six months. The old proprietor, being used to it, didn't see anything out of the way, but the new man saw it with different eyes.

Beside the fresh looking drug store window his place looked the limit of dinginess. He got busy at once. Out came the fly-specked stuff and everthing else in the window. It was a new game on the man, and he had the sense to hire a professional window decorator. When the latter got through, the store looked like a different place, and attracted the attention of everyone in the town. The proprietor, who is a man with natural good taste, at once began a study of window dressing, having the professional come in once a week until he felt that he could try it alone.

People began to watch for the displays. The dealer was just as careful with the interior of the store, and was one of the sort whose whole heart was in his business. Some of the best smokers in the town, who had been buying at some other store or getting their stuff in Philadelphia, came to the conclusion that such local enterprise should be encouraged, and stopped in to look the place over. They found the young proprietor to be an intelligent man, who took an interest in his customers' favorite brands and was always ready to receive or impart information.

Every smoker, no matter how seldom he smokes, likes to consider himself a good judge of tobacco, and enjoys an occasional conversation on tobacco with the man he buys his cigars from.

They discovered that this man really had the interests of his customers at heart, was always informed on the latest thing on the market and was dependable in everything that he said.

And as was touched upon in a previous article, the customers began to take pride in the store as if they had a financial interest in it. They looked for the window displays, often made suggestions for new ones, some of which were practical and good and made the concern a sort of co-operative one.

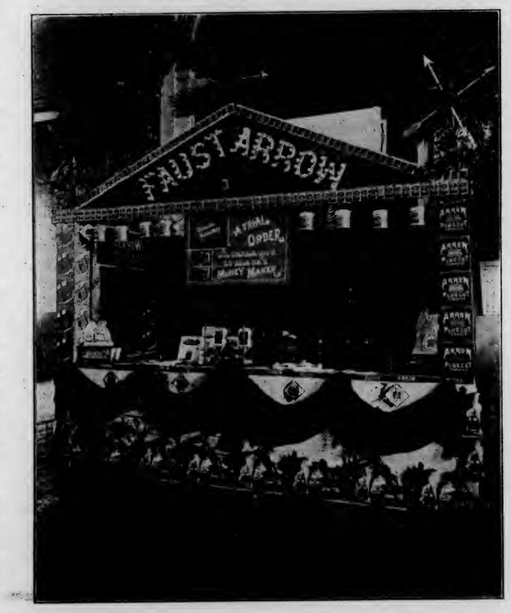
The proprietor of that store bought the business at a ridiculously low figure, and today he has one of the tidiest businesses outside the big cities. The window and interior displays are a lot of trouble and some expense, but they pay him. The store is never crowded with customers and to a casual observer would apparently not begin to be doing the volume of business of which the average city store can boast.

Nevertheless, it is a safe bet that the man's books will show up better than some of the pretentious stores in Philadelphia, and the business is so settled that he can count with practical certainty on his income.

Enterprise, if it is demonstrated in the proper way, will always be recognized by the buying public.

WHEN you change your window display it is a good scheme to paste paper or some other covering back of the glass even, if you have a curtain, and allow it to remain a short time during the day, when people are passing. Sunday is best, if you live in a good neighborhood. It stimulates curiosity, and if your store is located where many of the same persons pass every day, they will be sure to watch for what is coming. You thus secure just double the benefit from your display.

WEISERT BROS. TOBACCO COMPANY'S DISPLAY.



WEISERT BROS. TOBACCO COMPANY, of St. Louis, displayed its Arrow Plug Cut, Faust Granulated and a number of other brands at the Tobacco Show in Philadelphia, and, as the cut demonstrates, did it in a very beautiful way. The company also gave away a large quantity of tobacco in souvenir packages during the week of the show, and this, in conjunction with the artistic booth arranged and conducted by H. J. and W. C. Miller, made a good deal of a hit with consumers.

A National Protects Profits

AGAINST PILFERING MICE AND CARELESS MEN

When Mr. Lensink and some of his clerks were cleaning up under the counters they came across a mouse nest in which they discovered a five and a ten dollar bill which the little fellows had abstracted from the till. Contrary to the custom of those animals the bills were still almost entire.—*Orange City (Iowa) Herald.*

The point of this odd little incident of the mice and the money is that $15 was taken from the merchant's till without being missed. Had a National Cash Register been in use in the store, the money would have been missed at once.

A NATIONAL IS INDISPENSABLE

In every retail store because it detects and prevents losses.

In writing please mention this paper.

National Cash Register Company
DAYTON, OHIO

Jos. Hyink Bernard J. Hyink
Jos. Hyink & Son
General Merchandise

ALTON, IOWA, Oct. 22, 1904.
N. C. R. Co., Dayton, Ohio.
GENTLEMEN: We enclose a clipping taken from the Hull correspondence of the Orange City (Iowa) Herald—one of our local papers. It is the *story of a mouse* and an *open cash-drawer* in which you probably will be interested.
It occurs to us to wonder, if the firm in this case *missed the money*, which of *its clerks* was *blamed* for the *loss*. If a *National* had been *on guard* the bills would not have been lost, of course, but even if they were lost no *clerk* would have been *unjustly suspected*. If the merchants did not *miss* the *bills* the *mice borrowed*, they certainly were in need of a *National to protect their cash*.
Such things as this can't happen to us. *We use a National Cash Register*. It is *mouse-proof* and gives *absolute protection* to our *clerks*. We would not be without it. The good it has done for us would fill many pages if we tried to write it.
You may use this letter as you wish.
Yours truly,
JOS. HYINK & SON.

"POR LARRANAGA" FACTORY ENTERTAINS DISTINGUISHED GUESTS

Havana, Jan. 16, 1905.

One of the pleasant incidents of the assembly of the "American Public Health Association," which held its sessions in Havana at the Ateneo Club building last week, and at which there were about two hundred prominent American physicians, was a visit to the "Por Larranaga" factory on Friday and Saturday made in response to an invitation extended by Don Antonio J. Rivero, the proprietor.

It was evident that the medicos were greatly interested by their tour of inspection, which was made much more entertaining by the care which Don Antonio took to explain every detail of the factory work. After the guests had visited every room in the vast building at No. 2 Belascoain street, where 500 cigarmakers can work comfortably without being crowded, and were given minute explanations and descriptions of how the raw leaf is wetted, the stems taken out and the leaf after being dried is turned into cigars, which latter have to be selected according to 32 different colors, they became convinced that the successful management of an undertaking of this kind did not require a vast amount of capital alone, but also a thorough knowledge of where to acquire the right kind of leaf, and of the blending that is necessary in producing the mild sweet taste combined with the most subtle aroma.

This factory only uses the choicest Vegas of the lowland districts of the Vuelta Abajo, and in order to obtain the right kind often enough, fabulous prices have to be paid as the competition is keen. The Havana cigarmakers make only handwork, no machinery is used, and they become artists in being able to twist the leaf in any kind of shape imaginable.

Don Antonio J. Rivero is a good type of the Spanish gentleman, and having lived for a number of years in the United States, speaks the English language as fluently as his native tongue. After having completed a tour of the factory, from the ground floor to the top, the guests were invited to the office and each visitor was handed a bunch of seven Deliciosos, enveloped in a yellow silk ribbon, which read thus:

"POR LARRANAGA"
Established 1834
COMPLIMENTS TO THE CONGRESSISTS
HAVANA, CUBA,
January 14th, 1905.

The guests were pleased and charmed by the liberality of the host who also entertained them with a light lunch and wine, and some gave orders for hundreds and thousands of cigars before leaving the factory.

Don Antonio J. Rivero evidently profited by his stay in the United States, as he has acquired much tact in doing business, and by appointing Baron Taylor, son of the famous seller of imported cigars, William Taylor, his agent in New York City, and for the United States, has accomplished a shrewd business transaction.

BLACK THREADS
Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3½ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.
DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM, GEO. W. BREMER, JR. WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. IMPORTERS OF SUMATRA TOBACCO.
154 NORTH THIRD STREET,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA MARKET ACTIVE AND TRANSACTIONS LARGE.

Rush of Buyers from the North and Limited Supply of Choice Goods Have Made Prices Feverish. Demand May Exceed Supply. Consumption of the U. S. Has Greatly Increased.

[Special Correspondence of The Tobacco World.]

HAVANA, January 16, 1905.

As was foreseen, the unprecedented influx of Northern buyers and the comparatively limited supply of choice goods, particularly first and second capaduras of Remedios, has resulted in an exceedingly active market and the transactions have been very large.

Prices were feverish, jumping upward from day to day, and as one commission house tersely expressed it, "the market has gone completely 'meschugge' as far as Remedios is concerned." With the exception of one good Santa Clara Excojida, for which the owners will not take less than $55 per qq. for the first capaduras and $36 for the seconds, there hardly remains more than a couple of thonsand bales of Remedios in first hands, and these are not of the finest growth or packing.

The American exporters have of course taken time by the forelock and secured as much as they possibly could for their steady customers, still as the demand may exceed the supply it would cause no surprise to see prices for first capaduras rule from $60 to $65 per qq., and for seconds from $40 to $45 per qq. in the American market, just as soon as the stocks of theses grades in Havana shall have become exhausted.

Good, heavy-bodied Vuelta Abajo fillers have also been actively inquired for and round lots have changed hands at advancing figures. Light Partido fillers were in demand by the clear Havana manufacturers for Tampa, who complain about scarcity of suitable vegas and the high prices asked for same by the local dealers.

No matter what the final outcome of the new crop may be, by the time it shall have been packed and becomes fit for the cigarmakers' tables, it seems to become clearer from day to day that the stocks in the Havana market will barely suffice for the growing demand from the United States.

Evidently the consumption must have increased enormously, as Tampa alone is credited with 50,000 bales of Vuelta Abajo and Partido as its present quota per year, therefore the total yearly needs of the United States of all kinds of Cuban leaf must be above rather than below 200,000 bales, even if the exports last year amounted to only 196,861 bales, against 206,698 bales in 1903. The conclusion to be drawn, therefore, is that the manufacturers, instead of carrying enough stocks, have been following a policy of living from hand to mouth, and that possibly this may result in their having to pay the piper for the little foresight shown in not believing the reports of the shortness of the Remedios crop.

Sales

last week amounted to 14,917 bales in all, or 5,265 bales of Vuelta Abajo 1,002 of Partido and 8,650 bales of Remedios. American buyers have taken 12,588 bales and the local manfacturers and cigarette manufacturers 2,029 bales, while Europe only participated with 300 bales.

The total exports from the port of Havana were in 1903, 303,106 bales while in 1904 there were only 250,638 bales. The seven principal importing countries, exclusive of the United States, were:

	Bales. 1903	1904
Germany,	46,155	32,639
Spain,	32,153	8,730
Austria,	5,329	1,111
Canada,	5,305	3,993
Argentine Republic,	1,715	2,199
France,	1,450	1,894
Great Britain,	1,303	1,707

Buyers Come and Go.

Arrivals:—Simon Batt, of S. Batt & Co., Lep. Cohn, of A. Cohn & Co., J. Cohn, of J. Cohn & Co., A. Blumenstiel, of Levi, Blumenstiel & Co, Chas. Jacobs, of Chas. Jacobs & Co., Alfred and Victor Ettinger, of E. Hoffman & Sons, H. Spingarn, of E. Spingarn & Co., E. H. Smith, of Hinsdale, Smith & Co., Louis Hirsch, of Joseph Hirsch & Son, E. A. Kline, of E. A. Kline & Co.., and Captain Mike Flaherty, the well known broker, New York; J. M. Fortier, of J. M. Fortier & Co., Montreal, Can.; Wm. H. and H. H. Yocum, of Yocum Bros., Reading, Pa.; Matt Berriman, of Berriman Bros., Tampa; Otto and Aug. Eisenlohr, of Eisenlohr Bros.; A. C. Rosenberg, of A. C. Rosenberg & Son, Ventura Blanco and Jose Alvarez, of Philadelphia; F. Opp, of Weinheimer & Opp, and T. Schutz, of The F. R. Rice Mercantile Co., St. Louis, Mo.; Wm. S. Lightburn, of the Cortez Cigar Co., Key West.

Returned:—Louis C. Cantor, of L. Friedman & Co., New York and Havana.

Departures:—Charles Landau and M. Pareda, for Montreal; C. S. Egerton, for Boston; Louis Goldsmith and Charles Barthen, for New York; G. W. Nichols and F. L. Artolozaga, for Key West.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA
FABRICA DE TABACOS AMAT VICTORIA CUBANA LUIS MARX HABANA
SOL and LUIS MARX
Consulado 91, HAVANA.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street,
Cable: "JEDESA." HABANA, CUBA.
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh, La Columnia de la Victoria, La Irma, and La Guipuzcoana.
Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana

Havana Cigar Manufacturers

are beginning to notice a better call for their product, and while the trust seems to be less busy and has discharged many cigarmakers for want of orders, the large independent factories have not only kept their forces at work, but in several instances have seated more cigarmakers. The exports of cigars show the following comparison between the years 1904 and 1903:

Total exports of cigars from Havana, 217,645,082 in 1904; 208,077,091 in 1903; increase, 9,567,991.

Destination.	1904.	1903.	
United States—	60,745,446	45,800,429	inc. 14,945,017
Great Britain—	91,616,555	92,277,137	dec. 660,582
Germany—	27,147,516	31,560,509	dec. 4,412,993
France—	8,829,405	9,425,485	dec. 596,080
Canada—	6,264,984	7,193,740	dec. 928,756
Spain—	5,718,838	7,420,010	dec. 1,701,172
Australia—	3,124,280	2,663,800	inc. 460,480
Argentine Republic—	2,497,665	2,041,962	inc. 455,703
Chili—	2,215,601	2,553,859	dec. 338,258
Austria—	2,026,940	1,102,000	inc. 924,940
Belgium—	1,059,443	1,287,226	dec. 227,783

Busy factories are: H. Upmann, Partagas, Ramon Allones, Sol, Por Larranaga, Crepusculo, El Rico Habano and La mas Fermosa.

Buying, Selling and Other Notes of Interest.

Weinheimer & Opp and the F. R. Rice Mercantile Co. were the heaviest purchasers of Remedios, as they have taken over 3,000 bales of first and second Capaduras.

Rodriguez Bautista & Co. sold 1,100 bales of Vuelta Abajo and Remedios.

Mendelsohn, Bornemann & Co. had a very busy week, buying 2,000 bales of all kinds of leaf for their customers.

Sobrinos de A. Gonzalez disposed of 1,000 bales of Vuelta Abajo, Remedios and Partido.

Leslie Pantin purchased 1,200 bales of leaf for his various customers.

Jose Menendez turned over 800 bales of Vuelta Abajo and Partido.

Matt Berriman supplied himself with 600 bales of choice Vuelta Abajo and Partido fillers for his Tampa factory.

Loeb-Nunez Havana Co. were sellers to the extent of 550 bales of Remedios.

C. S. Egerton was a buyer of 1,000 bales of Remedios.

J. F. Rocha closed some transactions of 450 bales of Vuelta Abajo.

G. F. Nichols and F. S. Artolozaga made some fair sized purchases for their Key West factory.

Grau, Planas & Co. sold 400 bales of Remedios.

H. Gagnier and twenty-two of the prominent cigar manufacturers and dealers of Montreal, Canada, arrived here last Wednesday by the steamship Morro Castle and enjoyed a three days' rest by seeing the sights of Havana, returning on Saturday by the same steamer for their Canadian homes. They expressed great satisfaction with their trip, but did not seem to care to talk business.

A. M. Calzada & Co. closed out some 325 bales of Remedios and Vuelta Abajo.

M. Pareda made some profitable purchases for Granda Hns., Montreal.

Suarez Hns. disposed of 300 bales of Vuelta Abajo.

Louis Goldsmith and Charles Barthen secured between 600 and 700 bales of choice leaf.

Sobrinos de V. Diaz turned over 300 bales of Vuelta Abajo.

Charles Jacobs has started in to secure some vegas for his Las Palmas factory at New York.

Jorge & P. Castaneda made one sale of 265 bales of Vuelta Abajo and Partido to a Tampa factory.

Simon Batt is still in the market picking out some extra choice leaf for his La Verdad factory.

Rabell, Costa & Co. sold 187 bales of Vuelta Abajo and Partido to local factories.

J. Cohn purchased some very fine first capaduras of Remedios.

Bruno Diaz & Co. closed out 185 bales of Vuelta Abajo leaf.

J. M. Fortier, who came with the Gagnier excursion party, has stayed here to look over the market and eventually carry home some choice parcels of leaf.

Receipts From the Country

	Week Ending Jan. 14. Bales	Since Jan. 1. Bales
Vuelta Abajo	1,403	2,353
Semi Vuelta	451	513
Partido	214	290
Matanzas		
S. Clara & Remedios	71	810
Santiago de Cuba	36	205
Total	2,175	4,171

CHANGE IN NAME OF HAVANA BRANCH.

Since January 17, the Havana branch of Mendelsohn, Bornemann & Co., of New York, has done business under the name of Manuel Suarez & Co., with which firm there has existed a co-partnership which remains unchanged.

J. F. ROCHA & CO.
Manufacturers of the Celebrated Brands S. en C.
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz B. DIAZ & CO. R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

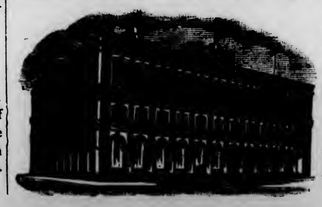
CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

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PHILADELPHIA, JAN. 25, 1905

THE TARIFF HEARING.

Congress' Committee on Ways and Means is giving a hearing in Washington today to representatives of the domestic interests, who are in force at the Capital to protest against any decided cut in the duty rate on tobacco from the Philippine Islands.

Hearings before the committee on the offending Curtis bill took place on Monday and Tuesday of this week but tobacco interests were not involved. Today is the time specified by Chairman Payne when the tobacco trade would be given full attention.

Naturally it is impossible at this time to attempt to define what effect the hearing will have on the fate of the bill, and all speculation at such a time must be more or less idle. It is certain, however, that the domestic trade will present its point of view and define its attitude in a way which the administration cannot possibly mistake, and it would seem that in view of the forceful and momentous arguments with which the cause is endowed, adverse action would demonstrate a gratuitous stubbornness not easily explainable.

TOBACCO SHOW A POPULAR IDEA.

The Tobacco Show proposition in on the boom just now and there are all sorts of alluring prospects in this direction. There has been some talk, most of it idle we admit, of a national exposition, in which the whole country would be represented, while one enthusiastic penman went so far as to suggest a World's Fair of tobacco.

The World's Fair is doubtless something which our great grandchildren may possibly enjoy but which is a little beyond us. Nevertheless, it seems reasonably positive at this time, that an exposition of national importance will be held in a few months in New York. As stated in The Tobacco World last week, plans have gone far enough for it to have become a question of which building is most desirable and everything—as much as can be possible at this early date—points to a proper consummation of the project.

The show will be under the auspices of the Retail Cigar and Tobacco Dealers' Association of New York city, and as things point now, will be held in Madison Square Garden, or whatever else hall is selected, for a month and then transferred to a number of the larger cities of the United States.

The proposed exhibit will be largely educational and will show the plant in the various processes of growing, harvesting, curing, manufacturing, packing and as finally displayed on a retailer's counter for sale. The manufacture of cigars, cigarettes, smoking and chewing tobaccos and of aromatic snuff will be revealed to the public in New York for the first time, and costly and interesting machinery will be shown in action.

This is a pretty large proposition, much larger than the one carried through in Philadelphia, but the New York projectors have the advantage of following a precedent, whereas, the Philadelphia Association was not only making a precarious experiment, but was making it largely in the dark. It will be a very expensive affair, but judging by the interest manifested in the exhibit in the Quaker City which presented no miraculously attractive displays, it ought to be a go.

SLOT MACHINE RAIDS REPRESENT MISDIRECTED ENERGY.

A week or so ago, Secretary Gibboney, of the Law and Order Society of Philadelphia, descended on a lot of local cigar stores and confiscated thirty or more slot machines which were operating against the law. There was a general clean up in this city about two years ago when a tremendous bonfire of the offending machines was held on a vacant lot.

The machines which were not caught in those raids were thrown out back or carted down cellar, but as time went on a few bolder dealers brought them tentatively out and operated them behind their counters. They grew less timid, until previous to the last raids, and indeed at the present time, there are quite a number of them running in the city.

Out in Des Moines a crusade is being waged against the machines which the authorities and newspapers declare have become so bad in some cases as to subordinate the cigar business itself. More or less feeble kicks have been made in other cities lately, but the most business-like incident in slot machine history was the rumpus in Portland, Ore., about three months ago, which resulted in the establishment of a periodical fine for dealers which acts as an excise tax and furnishes quite a revenue to the city.

It does seem rather silly to invoke the spectacular raiding machinery of the law in order to pounce upon one little de vice whose only offence is the affording of a diverting method of purchasing a five cent cigar.

Every man resents any attempt to deprive him of liberty, particularly in such a small matter, and the mere taking away of the machine will not prevent him from gambling if he so desires. More over it is far better for him to spend his small change in a cigar store than to throw dice or match for drinks in a saloon.

It was stated at the time the machines were so numerous in Philadelphia during the clean up two years ago, that many wives had made personal complaint to the dealers asserting that their husbands took from the wife's allowance, the extra money spent in the slot machine. It is beyond dispute that there were entirely too many machines in the city at that time and the wholesale raids were beneficial.

As long as the condition is no worse than it is at this time, however, it seems like misdirected energy on the part of Mr. Gibboney, to go after the cigar dealers and pass by the dozens of gambling places, dives, and other illegal operations of a far worse nature.

THE AMERICAN TOBACCO CO. AND THE AGRICULTURAL DEPT.

The poor tobacco trust has been accused of about every mean and unscrupulous deed under the sun and has managed to keep on doing business. Now comes a charge whose very novelty may have an effect of which the others failed.

The "Chronicle" of Clarkesville, Tenn., has printed a two column and a half article likening the situation between the American Tobacco Co. and the growers to the war in the East, and after drawing this parallel, accuses the trust of secretly engineering the Agricultural Department in its soil surveys and standing ready to cop out valuable land as soon as the department discovers it. The article says in relation to this:

> We have seen in print and heard much talk of the valuable soil surveys promoted by the Agricultural Department for the benefit of farmers. But has it occurred to the public that the tobacco trust in disguise has been all the while urging these surveys that they might discover the most valuable lands for producing certain types of tobacco, and buy such lands cheap in large bodies, which has been tried in some localities for producing fine cigar tobacco?

The American Tobacco Co. is a pretty powerful proposition, and one which has gone far to attain its ends. It is hardly potent enough, yet, though, to own the Agricultural Department.

THE independent trade notes with regret the resignation of Assistant Secretary Robert E. Armstrong of the Treasury Department, who will leave Washington to take an important place with an insurance company in New York. Mr. Armstrong leaves a small but potent monument in his official memory in the form of the new import stamp. The Assistant Secretary showed so effectively at the time of the controversy over the stamp that he was an active friend to independent interests and, moreover, could not be bluffed, that his exit from officialdom is greatly to be regretted by those same independent interests.

Local Manufacturers and Jobbers.

Marcus Kleinberg, jobber at 219 North Second street, has made application to the United States District Court to be discharged as a bankrupt. A hearing has been set for Friday of this week at 10 o'clock, when the creditors and those interested will be present. Weaver & Drake are attorneys for Mr. Kleinberg.

Quite a number of salesmen were in town during the week, and most of them reported business on the road to be a little slow just at present, with every prospect for an early quickening. Henry Kraus, of Kraus & Co., Baltimore; E. G. Carner, American Tobacco Co.; William Moulsdale, Sanchez & Haya; W. H. McBurney, Lozano, Nistal & Co.; Albert Calisch, Cortez Cigar Co., and W. Y. Connor, Amo, Ortiz & Co., were among those who got around among the retailers.

Ben Beecher, one of the El Provedo Co.'s well known salesmen, has resigned his connection with that firm and will enter the mattress business.

Thomas A. Fl[illegible]e & Co., dealers in fancy groceries an cigars at Chestnut and Juniper streets, have secured the entire building at 19S[illegible]th Second street, and will remove their establishment on June 1. There were heads shaken in the tobacco trade over this proposed radical change of address, but the firm says that considerable of its cigar business is a family trade done by telephone and wont suffer by the change.

Mitchell, Fletcher & Co. have purchased the business of E. J. Crippen & Co., Seventeenth and Chestnut streets, according to a report. Both are grocery concerns with a cigar department.

Edward A. Roberts has been engaged as salesman for the Philadelphia trade by Gumpert Bros. and has already started work.

INCORPORATIONS.

The Ferris & Grady Cigar and Tobacco Co., of Minneapolis, has been incorporated by James R. Ferris and William H. Burd, of Minneapolis, and James H. Grady, of Fargo, N. D., with a capital of $25,000.

The Pierson Cigar Co., of Indianapolis, Ind., has been incorporated for carrying on mercantile operations and buying and selling cigars, with a capital of $25,000.

Martin Johnson, Herman Eckhardt and L. Schoenbucher have incorporated the La Palma Cigar Co., of Milwaukee, with a capital of $10,000.

D. B. Nusbaum, C. H. Jenkins and Joseph F. Levy have incorporated the firm of D. B. Nusbaum & Co., of Chicago, to do business in liquors and cigars, with a capital of $25,000.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for
Choice Escojidas of
Remedios, Santa Clara
and Manicaragua,
Vuelta Abajo and Partido Factory Vegas
of Various Sized Lots

LOEB-NUNEZ HAVANA CO.
Packers of
Havana Tobacco
CONSULADO 142 and 144,
Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

Trade-Mark Register.

FRANROY 14,681
For cigars, cigarettes, cheroots, stogies and tobacco Registered Jan 18, 1905, at 2 p m, by the South Jersey Tobacco Co, Mt Holly, N J

GOOD UNTIL USED 14,682
For cigars, cigarettes and cheroots Registered Jan 18, 1905, at 2 p m, by John T Taylor, Reading, Pa

GOOD BETWEEN POINTS NAMED 14,683
For cigars, cigarettes and cheroots Registered Jan 18, 1905, at 2 p m, by John T Taylor, Reading, Pa

AND HER NAME WAS MAUD 14,684
For cigars, cigarettes, cheroots, stogies and tobacco Registered Jan 18, 1905 by at 2 p m, by John A Schmidt, Cincinnati, O

P A T HAVANA SCRAP 14,685
For chewing and smoking tobacco Registered Jan 18, 1905, at 2 p m, by Joseph McCudder, Cincinnati, O

MEXSUSUDIES 14,686
For cigars, cigarettes, cheroots, stogies and tobacco Registered Jan 20, 1905, at 1 p m, by N Behrowsky, Philadelphia, Pa

BIRNELL 14,687
For cigars Registered Jan 20, 1905, at 2 p m, by N Elmer, Bridgeton, N J

EL MONTE 14,688
For cigars Registered Jan 20, 1905, at 2 p m, by E Montero, Philadelphia, Pa

FATHER GEORGE GOPON 14,689
For cigars, cigarettes, cheroots, stogies and tobacco Registered Jan 23, 1905, at 9 a m, by H Rosenblum, Philadelphia, Pa

MASTER KEY 14,690
For cigars Registered Jan 23, 1905, at 9 a m, by Yorkana Cigar Co, Hellam, Pa

ST LUKE 14,691
For cigars, cigarettes, cheroots, stogies and tobacco Registered Jan 23, 1905, at 9 a m, by John A Schmidt, Cincinnati, O

GOLD DIAMOND 14,692
For cigars Registered Jan 23, 1905, at 2 p m, by T I Smith, Centennial, Pa

REJECTIONS.
O see-O, King Bolt, Honest Value, Molino, Republic, O-Hi-O, Cosmopolitan, Key West, Havana Cuttings.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

NEW CO-PARTNERSHIP.

NEW YORK, Jan. 18.

I beg to announce to the trade that I have this day formed a co-partnership with my brother, MAX L. KAUFMANN, under the style of A. L. & M. L. KAUFMANN, for the purpose of manufacturing the highest grade of Seed and Havana cigars.

Having attended solely to the manufacturing interests of the firm of A. L. & A. G. KAUFMANN, with my brother Max L. Kaufmann as office manager, and both of us having now withdrawn from the latter firm, I will be prepared within a short period of time to have the new firm fill any orders that may be entrusted to our care.

I shall be pleased to give any information regarding the above, and solicit correspondence with reference thereto, in care of my temporary address, the Waldorf-Astoria Segar Co., Fifth avenue and Thirty-fourth street, New York.

Respectfully yours,

ALEXANDER L. KAUFMANN.
1-25h

FOR RENT

Cigar Factory Building, Complete,
in good section of
First District of Pennsylvania
Capacity of **25 hands**, and **35 hands** available. Terms moderate. Address,
FACTORY,
Care of **Box 112,**
The Tobacco World, Phila.
1-25ca

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

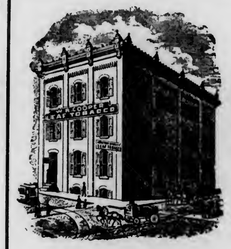
J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER & CO
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Leaf Tobaccos
Main Office:
Lancaster, Pa.
Warehouses: Lancaster and Red Lion, Pa.
We make **Scrap** Filler **Ready for Use.**

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

54 SCHOENER. CABLE ADDRESS "TACHUELA"
H. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
170 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HIRSCH."
Joseph Hirsch & Son
P. J. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, January 21, 1905.

THE WEEK'S MOVEMENT IN LEAF.

The market has shown quite a little improvement over last week in the quantity of goods sold, the new force-sweated Connecticut receiving the most attention. In fact, the demand far exceeds the supply. Pennsylvania broad leaf is a ready seller, and seems to be fast encroaching on the popularity of Zimmer as a filler. Sales of 800 cases of Zimmer are reported at 16c, about 3,000 cases 1903 Wisconsin were sold for export at 10c actual, and odd lots of 1902 Wisconsin sold at 14½c marked.

The Sumatra business shows large increase over the preceding week, about 500 bales changing hands. With the first inscription announced for March 10, it gives about six weeks for importers to dispose of any desirable tobaccos they may hold.

From present reports the new crop is about 225,000 bales, or about 30,000 bales less than last year. Out of 225,000 bales there should be at least 80,000 bales good first and seconds, the balance of 145,000 bales consisting of X Blad (broken leaves) and undesirable tobaccos for this market.

Of the 80,000 bales, this country needs 40,000 bales, and we expect prices to rule high. As to the merits of the crop, no definite idea can be obtained at this time, and it will be far safer to see the tobacco from the 1st, 2d and 3d inscription before expressing an opinion. In the meanwhile we will hope for the best.

The Havana market is improving every day; what old tobacco we have is fast disappearing, and one sale of new tobacco of 500 bales of 1st Capaduros went to one of our large jobbers at 52c net. Prices are certain to advance inside of four months.

AGAINST TARIFF CUT.

The all-absorbing topic of conversation this week in the allied tobacco trades is the public hearing to protest against the reduction of the tax on imported tobacco and cigars from the Philippines. Several prominent men in the tobacco world left this evening for Washington to speak before the Committee on Ways and Means. Some of these gentlemen were especially invited to give their views by Chairman Payne, and in the delegation are representatives of the cigar manufacturers, box manufacturers, cigar labor unions, leaf tobacco dealers, growers and even steamship lines.

About fifteen interested persons left New York this evening in order to be at the opening of the hearing at 10 o'clock tomorrow (Wednesday) morning. Some will return as soon as they have entered their protest, and others will remain as long as the committee sits for this particular hearing.

Charles Fox, of F. Miranda & Co., has been busy all day with A. Bijur and others in securing documentary evidence in support of their proposed vigorous protest, and Benno Newberger, president of the New York Leaf Tobacco Board of Trade, cut short a business trip in order to appear before the committee, but he told me today that after all he was afraid he would be unable to go to Washington this week, as business is pressing in other directions.

The New Yorkers have been in constant telegraphic communication with able representatives of the various branches of the tobacco trade in Philadelphia, Chicago, Pittsburg, Cleveland, Cincinnati and other large cities for some days past, and a large gathering is expected in Washington.

In discussing the condition of trade before he left for Washington, Mr. Fox said that there is little if any change from last week. "Things are going along much the same; business is lively enough not to cause any complaint, and prices are about the same—not lower."

Mr. Bijur said that there is a great scarcity of binders, and that reports state Wisconsin good, but the growth about 25 per cent less than last year.

"In the northern part of Wisconsin the tobacco is almost cleaned out," he said, "and it is now all in the packer's hands. In the east side of Connecticut broad leaf is all bought up at prices ranging at 25c to 38c through. On the west side of Connecticnt some broad leaf has also been bought up quickly, but the price was not as high as was asked and obtained on the east side. Havana seed brought from 17c to 24c through."

A prominent member of the New York Leaf Board of Trade said:

"New Connecticut Havana seed meets with favor, but the farmers demand so high a price for their crops that there is very little satisfaction or profit to the packer. Spanish 1903 is selling well at from 15c to 16c. There is a fair demand for everything in all lines, including Pennsylvania broad leaf; Wisconsin 1903 fillers and Sumatra is asked for right along, with the supply none too large."

Messrs. A. Bijur, Charles Fox and J. F. Cullman, of the National Cigar Leaf Tobacco Association; James Ertheiler, of the New York Leaf Tobacco Board of Trade; Chairman Andrus, of the Executive Board of the New England Tobacco Growers' Association, and President H. S. Frye, of the latter organization, were met at the Pennsylvania depot at 3:30 p. m. today (Tuesday) by the other delegates who will tomorrow appear before the Ways and Means Committee in Washington. Among the latter were John Wardlow, of Key West, representing the Clear Havana Manufacturers' Association; Mr. Dolbeer, of the Warehouseman's Association; Walter Schiffer, of the Cigar Manufacturers' Association of America; Mr. Lauchs, representing the cigar box manufacturers; William Bird, third vice president of the Ward line of steamships, and several well known men interested in the protest against the reduction of the tax on Philippine cigars and tobaccos.

Mr. Fox, who had charge of the transportation, said that he was expecting to be joined later in Washington by Daniel Harris, president of the New York Cigarmakers' Union; Samuel Gompers, President Perkins, of the Cigarmakers' International Union; A. M. Jenkinson, of Pittsburg, of the Manufacturers' Association of Western Pennsylvania, and representatives of the Retail Dealers' Association.

Mr. Bijur said: "Congressman M. E. Driscoll, of the New York State Tobacco Growers' Association, will act with us, as will many others whom I have not now time to name. We have had offers of co-operation from lumber merchants, banks and Western associations, but we think that our delegation is sufficiently strong to compass our end without the valuable aid offered."

President Fry said that his address to the Committee on Ways and Means would be short, but sarcastic.

"I often find that sarcasm counts more than solid argument, which I shall leave to others to adduce. Sarcasm tells if not founded on fact, but when it is built on fact it is well-nigh irresistible. My brief will not take over five minutes to read if I am allowed to go on uninterruptedly, but I expect somebody will butt in on my most sarcastic points."

John R. Young is to join the New Yorkers at the Philadelphia station, and the whole delegation will put up at the New Willard.

The presentment covers between fifteen and twenty type written pages.

JOTTINGS.

Benno Newberger, of E. Rosenwald & Bro., is in Chicago this week, and before leaving received a special rate from the Western Union Telegraph Co., and he is getting his money's worth.

George Dennerlein is on a purchasing tour in Connecticut, and his adjutant-general, Max Herzog, is in command at headquarters.

Charlie Waxelbaum is distinguishing himself in the way of orders from Chicago this week.

Julius Shack closed the banner sale in Sumatra this week in Canada. One hundred and forty-eight bales are not sold every day.

Jerome Fisher, representing A. Cohn & Co. in the Canadian market, sold 70 bales in one lot. "Romey" is a young one, but certainly is a comer.

Ed Kraussman intends leaving for Havana to-day to replenish his stock of tobacco.

Sidney Rothschild, of Rothschild & Bro., arrived from Havana, and is very much pleased with the situation in Cuba.

Matt Rosenshine, of San Francisco, is with us again, and we expect some good orders before he departs.

Julius Lichtenstein has returned from Chicago, where he disposed of large lots of his celebrated packing of Connecticut force-sweated.

John Fielding, of Rothschild & Bro., intends sailing for Cuba very shortly. For so young a man, John certainly knows Havana tobacco.

W. J. Gestal, of Perez, Rodriguez & Co., announces the lease of an annex factory at 116 Pearl street, and a vast extension in business. The firm took on three more traveling salesmen this week, and will now cover the whole United States. Mr. Perez himself is at present in Havana. "Nat" Rice is in Philadelphia this week, but will proceed to Pittsburg, Cleveland and thereabouts on a six weeks' trip.

Jacob W. Cronauer is booking large orders for Perez, Rodriguez & Co.

LANCASTER MARKET QUIET.

Action of Growers' Association on Tariff Cut Has Had Good Effect.

Lancaster, Pa., Jan. 23.

The local leaf market is moderately quiet this week, and transactions have mostly been small. Tobacco growers, of course, are busy in trying to get their crops stripped and ready for delivery.

With the cigar trade generally in good condition, there is every reason to believe that the leaf market will before long revive into strong activity.

A charter has been granted to the S. R. Moss Cigar Co., with a capital of $200,000, but a complete list of the officers has not yet been announced.

In regard to the action of the Lancaster County Tobacco Growers' Association, which last week adopted resolutions protesting against any further reduction of the tariff on tobacco from the Philippines, it can be seen that their action seems to have had a wholesome effect upon the leaf trade, among which an association has existed for several years, but which during the past twelve months has fallen into a semi-comatose condition, while some of the older members seem to have gotten cold feet.

But that the blood is again circulating is testified to by the fact that on Monday evening last a meeting of the local leaf men was held, which was presided over by J. Gust Zook, the well known packer, while C. E. Long, of M. M. Fry & Co., was secretary, and Morris Rosenthal treasurer.

In further view of the fact that the trade can always rely upon the hearty support of such other well known houses as J. D. Skiles, I. H. Weaver, R. K. Schnader & Sons, Kramer & Goldberg, E. M. Cohen & Co., etc., there is good reason to believe that the local trade now has an organization that will not only be active and fully alive to the real interests of the trade, but that the personnel of its officers will wield an influence that will be of permanent benefit to the organization.

D. B. Hostetter, who was for several years past with T. D. Shertzer, has engaged with E. M. Cohen & Co.

KOHLBERG & CO. TAKE IN NEW MEMBER.

Kohlberg & Co., dealers in leaf tobacco in San Francisco, announce that they have admitted to their firm Robert B. Rothschild, who is already well known in the trade. Kohlberg & Co. feel that they have materially strengthened their house by this acquisition.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

CHARLES BOLLSTATTER,
Manufacturer of
∴∴Fine Cigars∴∴
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. L. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
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Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.; Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

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THEY ARE ON SALE EVERYWHERE.

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The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars.

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MANUFACTURER OF

HIGH and MEDIUM GRADES

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UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

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F. H. BELTZ, Schwenksville, Pa.

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AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.

OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Philadelphia Tobacco Trade.

Here and There With the Retailers

Youthful Cigarette Thieves.

Three boys, none of whom was more than fourteen years old, were arrested and given hearings last week on the charge of robbing Schmidt's cigar store at Forty-eighth street and Westminster avenue. Entrance was effected through a rear window of the place, and a large quantity of cigarettes and candy was stolen. Two boys about a year older than these three had been arrested previously and are members of the same crowd. The boys were all held in bail for a further hearing tomorrow.

H. G. Cutler, well known dealer at 208 Arch street, has purchased the cigar store at 102 Arch street from John Landenberger and at once assumed active management of the store. Mr. Cutler will run both stores for a time until he decides what arrangements are best.

Joseph S. Gilleland, who has for years conducted a retail store at the northeast corner of Ridge avenue and Wood street, died on Thursday at his home at the same address. The funeral services were held on Sunday at 1.30 o'clock at the undertaking establishment of Albert Moore, 829 Vine street. Interment was made at Chelten Hills Cemetery.

The retail market was rather uneven last week for some unexplainable reason. Some stores did business enough to satisfy anybody, while others in the same class and near enough to be affected by the same conditions, reported things as being very dull. The weather was of the best and trade should have been fair all over.

Some of the dealers are taking advantage of the usual light January to make alterations in their stores and to re-decorate for the coming year, and so do not particularly miss the business. Others have suffered lighter trade owing to the fact that they have pushed big lots of special brands at low prices, and have to wait until their trade catches up. On the whole, the average tone was fairly satisfactory, with room for hope.

Wm. H. O'Keefe, Fourth street dealer, has a window display of Gumpert Bros.' Royal Perfectos, and has quite a run on them at $6 per hundred or 4 for 25 cents.

R. Goldsmith, of Goldsmith & Co., who conducts a store at Fifteenth and Sansom streets, has accepted the Washington agency for Stewart, Newburger & Co. Mr. Goldsmith will be in Philadelphia only on Saturdays hereafter.

Joseph Levy, Eastern representative of the Ballard-Fernandez Co., Tampa, with headquarters in this city, has resigned his Philadelphia connection with the firm and has a number of other plans under consideration.

Yahn & McDonnell, Fifteenth and Chestnut street dealers, report a very good week, and say that the sale of Porto Rican goods continues brisk.

During the last week the decorators have had full sway in M. J. Dalton's Fifth and Chestnut street store, with very striking results. The walls have been done over and present a very artistic appearance.

E. J. Wallis, at the Dalton Thirteenth and Chestnut store, reported last week as being the best since the week before Christmas.

F. H. Rogers, who is one of the most obliging and best liked clerks in the Philadelphia trade, has been confined to his home for a week, suffering from a severe attack of tonsilitis. R. M. Boch in whose Broad street store Mr. Rogers' holds forth, started to be ill one day last week but suddenly changed his mind.

Leaf Dealers' Jottings.

Philadelphia Leaf Board of Trade Joins Protest Against Curtis Bill.

The following telegram was sent on Wednesday of last week to Sereno E. Payne, chairman of the Ways and Means Committee, Washington, D. C., by the Philadelphia Leaf Tobacco Board of Trade:

The Philadelphia Leaf Tobacco Board of Trade earnestly protests against the passage of the bill introduced by Representative Curtis reducing the duty on Philippine products, and asks that your committee grant us a hearing to show why the bill is inimical to our interests.

JOHN R. YOUNG, President.
J. S. BATROFF, Secretary.

The majority of the local leaf houses, at least those which are gunning for western trade now, did a fair amount of business last week, quite as much as could be expected at this time. Some firms reported business a little better than last January, and all agreed that, taking prospects into consideration, there was no fault to find.

The main trouble is that customers are holding off on the high prices and business moves very slowly. At the same time, as one dealer put it, manufacturers can't make cigars out of hay, and have simply got to have tobacco. There was good inquiry during the week, and the prices quoted were just about as low as could be, for the leaf dealer to live. That being the case, the dealers in a good many cases merely have to wait for the customer to make up his mind to come up. The latter part of the week showed a better tendency, however, and everyone looks forward to a very satisfactory February.

Jake Labe, of B. Labe & Sons, who is making the Western trip, has sent in a nice bunch of orders, and reports business in that section as good as he had expected it to be.

COMMITTEE ON WAYS AND MEANS HEARS PROTEST ON THE CURTIS BILL.

A. Bijur, G. W. Perkins, H. S. Frye, B. Ezra Herr, Congressman Driscoll and Others Prominent in Various Branches of the Trade Make Strong Protest Against Philippine Cut Rate.

Washington, D.C., Jan. 25, 1905.

Representatives of tobacco growers, leaf dealers, cigar and tobacco merchants and other branches of the trade assembled before the Congrssional Commitee on Ways and Means in the Capital today and presented an overwhelming series of arguments against passage by Congress of the Curtis bill, which aims to reduce the duty on tobacco from the Philippines to 25 per cent of the present Dingley rate. Chairman Payne and the committee will consider the evidence presented and report the bill.

The hearing commenced at 10 o'clock, and was opened by H. S. Frye, who represented the New England tobacco growers. Mr. Frye did not speak at great length but very forcibly voiced his protest against the cut.

"As I understand the bill," he said, "it has two objects to accomplish; first, and primarily the rehabilitation of the industries of the Philippine Islands, and second, to increase the revenues of the insular government, and both by largely increasing exports from there to this country."

Chairman Payne here said that the income of $400,000 lost by taking the duty from hemp was to be made up somehow and that Mr. Frye's premises were wrong. The latter accepted the correction and continued.

"It is an old saying, 'never look a gift horse in the mouth,' but in the privacy of our barnyard we are all apt to disregard it, as it is decidedly unwise not to do so, and I propose to look this animal over before I go into ecstatic gratitude to the giver of it. Briefly, the proposition is to impose a duty of only 25 per cent of Dingley rates on sugar and tobacco. I will drop the sugar question and would consider that that industry was perfectly competent to take care of itself, if I had not recently learned that by its absurd opposition to a reasonably fair compromise proposition it had reopened the whole question.

"Twenty-five per cent of the Dingley rates means a reduction in the duty on wrapper leaf of $1.38½ cents per pound, or from $1.85 to 46¼ cents and on filler leaf from 35 to 8¾ cents per pound; moreover as there never has been made a law and never can be that will justly and equitably collect wrapper duty on any appreciable quantity of leaf tobacco imported that can be used here for filler purposes (and Manilla tobacco can be) the result will be that nearly all Philippine leaf tobacco, wrapper and all, will actually be paying 8¾ cents per pound duty.

"We didn't dream of such things when we got our low tariff Democratic friends to give us $1.50 a pound protection on wrapper leaf in the Wilson bill, and we've been so grateful for the $1.85 cents a pound duty the Dingley bill gave us, we've kept pretty much all this country Republican ever since. Now, it's pretty tough to endure the suspicions that our old friend and benefactor is likely to go back on us now, particularly when there is no question of national honor or repudiation involved."

At this point Mr. Frye referred to the entire exemption from internal revenue taxes of Philippine tobacco which the trade understands will be the result of the bill. Chairman Payne questioned this and the matter was noted, to examine the law upon. Mr. Frye then said that there had been discrepancies in reports which should be looked into. Two years ago Judge Taft stated in a number of cablegrams that the cigar industry in the Philippines was very depressed and that the cigarmakers there were nearly starving to death. Now it is stated that the wages on the Islands are greatly increased and factories are not able to keep up with their orders.

"So that, boiled down," said Mr. Frye emphatically, "the proposition is simply to bring the tobacco and cigar industry of the Philippines to a condition of prosperity by opening this market to it free. And it follows as a natural result, that to do so, involves the injuring of our own industries to the same extent that we improve theirs. A short time ago I personally acquiesced in a proposed compromise of 50 per cent of the present Dingley rate, but that project fell through, and I now most earnestly protest against any reduction."

Mr. Frye was followed by A. Bijur, representing the National Cigar Leaf Tobacco Association, who delivered a very comprehensive argument, which succinctly embraced the complete situation, which follows, in full:

In presenting this statement we speak for a trade now thoroughly organized, including the National Cigar Leaf Tobacco Association, the Cigar Manufacturers' Association of America, the Clear Havana Manufacturers' Association, the Independent Tobacco Manufacturers' Association, the Retail Cigar Dealers' Association, the New England Tobacco Growers' Association and other organizations of the cigar leaf growers in the various States. We are also advised that our views are shared by various steamship companies, warehouse interests, cigar box makers, silk ribbon manufacturers, lithographers and others. The majority of these interests are represented in our delegation here to-day. A special delegation, representing the Cigar Makers' International Union, will present their views, in which we heartily coincide.

If a bill providing for a further reduction on Philippine tobacco and its products passes at the present session of Congress it will be the fifth tariff reduction measure affecting the tobacco interest that will have been put into effect in a period of seven years, in addition to three changes in rates of internal revenue on tobacco products made by the Spanish war revenue act, its amendment and repeal. As a result of our war with Spain three great tobacco and sugar producing countries, Porto Rico, Cuba and the Philippine Islands came into close relationship with the United States. A wave of philanthropy, carefully fostered and developed by various business interests, swept over the country and demanded that economic favors should be shown to what were variously known as the wards of the nation and our new colonial empire. This charitable sentiment reflected credit on the heart of the great American public, but the tobacco trade may be pardoned for its cynicism if it persists in wondering how much the demand for tariff reductions would have been lessened had these islands produced a variety of commodities, competitors of domestic products, in quantities relatively equal to their production of sugar and tobacco.

The tobacco trade, as a whole, has raised no objection to the tariff gifts made at its expense where it has felt that it could afford to give the amount asked. Even in the case of the Cuban Reciprocity Treaty, when the early fifty per cent. reduction proposition resolved itself finally to a reduction of twenty per cent., our objections were more that the bargain made was ill-balanced and to the disadvantage of the United States than that very serious results would follow; our most pessimistic predictions have been verified by the seventy-five per cent. increase in the import of cigars, the 30,000 bale decrease in the importation of tobacco, and the absence of any decided increase in our exports to Cuba.

So that, when we say that the proposed sixty-six and two-third per cent. reduction on Philippine tobacco and its products to twenty-five per cent. of the Dingley rates means disaster to our cigar leaf tobacco growing interest, and the transfer of the greater part of our manufacture of cigars to those islands, we expect this statement to be accepted as a truthful representation of our opinion, without color or exaggeration of any kind. As we may, with all due modesty, claim to be experts in the matter of tobacco and cigars, we must regretfully decline to consider the opinions contrary to our view of this matter, as expressed by the various great newspapers.

A great deal has been made of our total annual production of seven thousand million cigars, as compared with the present Philippine production of 150,000,000. If this Philippine output were all that had to be regarded, the cigar manufacturers would not view the prospect of tariff reduction with serious apprehension. But little Porto Rico is to-day sending to the port of New York alone 58,000,000 cigars a year, and the Philippines are thirty times as great in area, and have eight times the population of Porto Rico. Cuba raises enough tobacco to make over 2,000,000,000 cigars, and sends us 20,000,000 pounds of leaf annually, which we import in spite of freight rates and a 28 to 148 cent per pound rate of duty. The Philippines are almost three times as big as Cuba and have a population six times as great. Tobacco can be grown almost anywhere in the islands. If labor be scarce there is China to be drawn on, for no one can seriously believe that the Exclusion Act can be effective where thousands of miles of coast invite its evasion. These, then, are our grounds for apprehension; an unlimited field for the growth of tobacco under the most favorable climatic conditions, an unlimited supply of labor for its development and for the manufacture of the tobacco into cigars, and a wage rate that makes American competition impossible, unless safeguarded by a protective duty.

The greatest element of cost in the production of tobacco and cigars is labor. Tobacco field hands are paid in this country $1.50 per day; cigar makers average something more. In the Philippines field hands get from fifteen to twenty-five cents per day, and cigar makers average just below forty cents per day, according to the latest available official census figures. A tariff which, making due allowances for transportation and other necessary expenses, does not fully equalize the difference in labor cost means either lower wages for our working people, or the transfer of the industry to the point of cheaper production. Before going on to other matters we wish to point out that the forty cent daily wage of the Coolie cigar maker—so pitifully small as compared with the American wage of $1.60-$1.70—is nevertheless not so low, compared with the wages paid cigar makers in other countries, as to justify any hysterical outburst about ruin and starvation.

As regards manufactured tobacco suitable for cigar purposes, into which category Philippine tobacco falls, it is notable that, in spite of its own enormous production, the United States imports 32,000,000 pounds annually, practically all from the islands of Sumatra and Cuba. These imports are compelled, not by lack of tobacco, but by public taste. In the case of Sumatra, its light color and handsome appearance make it popular with the smoking public, and Cuban tobacco, on account of its aromatic qualities, must constitute the main part of a cigar intended for a fastidious smoker anywhere in the world. Philippine tobacco, in its present state of cultivation, can replace neither of these tobaccos. It can compete here at the 25 per cent. rate of duty only with the domestic tobacco. The Government figures on our annual production of tobacco is about 630,000,000 pounds, but in this connection we must point out that by far the greater amount is tobacco suitable for pipe or chewing purposes, as we raise only about 140,000,000 pounds of cigar leaf tobacco. The two types are about as distinct as apples are from pears, and they cannot be used interchangeably. If the problem were, could our 140,000,000-pound production, raised by labor at $1.50 a day, afford to admit to competition the present Philippine export of 19,000,000, raised by labor at 20 cents a day, with a duty in our favor of 8¾ cents per pound, and say the additional 1¼ cents per pound for transportation, we might regard the problem without apprehension. That, however, is not the problem. The proposed 8¾-cent duty will either greatly stimulate Philippine production, or fail utterly in its purpose.

There is no reason to doubt the Government reports that tobacco raising in the Philippines is capable of indefinite extension; Sumatra, Borneo and Java, with a similar climate and topography, are among the most important cigar leaf producers of the world. Sumatra and Borneo are the world's reliance for cigar wrappers, and Java furnishes binders for Europe and a large filler crop that is highly esteemed there. Government reports show that the Philippines are capable of equaling the production of the neighboring islands. So we need not delude ourselves by considering a possible importation from the Philippines of 19,000,000 pounds of rather inferior tobacco, but must look to a production there of at least 100,000,000 pounds of first-class tobacco that it is proposed to admit here at duties of 8¾ per cent. for fillers and 46¼ cents for wrappers, if this last proves collectable. And this in spite of the fact that a 28-cent duty on fillers permits us to import 20,000,000 pounds from Cuba, while a $1.85 rate on wrapper enables us to take nearly 7,000,000 pounds from Sumatra. But, above all, without the necessity of looking into the future at all, what is to prevent the import of Sumatra tobacco into the Philippines, paying 22½ cents per pound duty, it being repacked and rehandled so as to sufficiently disguise its identity, and its subsequent import into the United States as Philippine wrappers at 46¼-cent duty, or a total duty cost of 68¾ cents, as against the $1.85 duty on Sumatra tobacco, to the detriment of the honest importer and the revenues of the Government?

The same general line of reasoning applies to cigars. Philippine wages are one-quarter of ours, and their tobacco that is used in the cigars cheaper than any available for our use, and we are to reduce the duty, already 5 per cent. less than that placed on Cuban cigars under the Reciprocity Treaty, an additional 66 2-3 per cent.

It is clear to us, whether Philippine cigars become popular or not, that nothing but harm can come to our industry by the proposed rate of reduction. If the cigars are liked here it will mean the transfer of the bulk of our industry to the Philippines; if, as the friends of reduction triumphantly claim, the cigars are wretched and can never willingly be

OVR NEW CROP!

The Finest **Shade-Grown SUMATRA** we ever Raised from Our Own Plantations

It is to your advantage
to see our tobacco before
placing orders elsewhere

Even, Uniform Colors
Perfect Burn
Enormous Yield
Reasonable Prices

We solicit the privilege of competing for your business

Florida Tobacco Co.

131 Maiden Lane,

NEW YORK, N. Y.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

smoked by our public, it will damage us while the matter is being tried out, and, from the false stimulus received by the Philippine cigar industry, will result in the great and certain injury of the cigar manufacturers of the islands. The cigars whose effects we chiefly fear are those that sell at from $10 to $15 per thousand. They are well made and present a good appearance. At the proposed reduced rate of duty, the duty on these would be $15 on an average. They would have an advantage, additional to the sixty-six and two-third per cent. reduction from present Philippine duties of $3 per thousand, as compared with our cigars, as the Internal Revenue Department has ruled that cigars coming from the Philippines need not have our revenue stamp attached, although it is affixed in the case of both Cuban and Porto Rico cigars. This is a dangerous precedent, and likely to cause many attempts to defraud the Government, and should receive special and prompt attention by Congress.

A great deal has been made, with apparent seriousness, of the part transportation charges are to play in giving protection against Philippine cigars and tobacco. How absurd any such consideration is when directed toward tobacco can be seen from the fact that we imported more than 6,500,000 pounds of Sumatra tobacco, which were transported from the island to Amsterdam, unloaded and put in stores, and then again loaded on steamers and brought here. In addition, we paid $1.85 per pound duty on them. This should dispose pretty well of the transportation argument, as it affects the unmanufactured leaf. The reduction in duty proposed would be from seventeen and a half to ninety-two and a half cents per pound, and the transportation charges urged as an offset amount to perhaps a cent per pound. In regard to cigars, the cigar trade of the Pacific Coast is supplied mainly from New York, Pennsylvania and Florida. It is the custom for the manufacturers of these States to allow jobbers $1 per thousand to cover freight charges to the Coast, which would place our cigars delivered in San Francisco at a disadvantage, as to transportation, with cigars delivered there from Manila, whence the freight would probably be inside of fifty cents per thousand.

As it is declared the policy of our Government to put every business interest of the community on an adequately protected basis, we feel justified in assuming that the measure of protection accorded the tobacco interests is ours by right; and as long as the policy of universal protection obtains, our rate of protection should not be lowered in favor of any one else whatever against our welfare.

It is an indefensible scheme to put tobacco in practically the same category as hemp or copra, tropical products which have always been granted free admission under our protective system because they compete with no domestic product. We grow enough tobacco ourselves, and our cigars are within the reach of the poorest of our citizens. We cannot consent to a tariff rate that will cut our industry from under us, and we should not be asked to do so.

Mr. Curtis, father of the objectionable bill, interrupted Mr. Bijur once to declare that he understood there was a great decrease in exportations from the Philippines.

"There was a decrease, but I understand that it has been followed by an increase," said Mr. Bijur.

"A small increase," responded Mr. Curtis. "Isn't that a sign that the smokers don't want that product?"

"I don't think the smokers have ever had a chance, commercially, to get them," was the answer.

B. Ezra Herr, president of the Lancaster County Growers' Association, of Pennsylvania, submitted resolutions which had been adopted by his association, and spoke in endorsement of them. He said that the cut would be particularly detrimental in Pennsylvania and Ohio, for the reason that they are great filler States.

"It will injure us much more than Wisconsin and the other tobacco growing States," said Mr. Herr, "and we wish to make the very strongest sort of a protest. We have given our money to better the situation in the Philippines; we have built schools for them; we have sent our daughters to teach them; we have put down insurrections and we have established the Filipinos in everything they are capable of carrying out.

"Is not that enough?

"The wages paid to Philippine labor are such that no American can possibly enter into competition with them. We voted last fall for protection and it is not protection we are getting. However, the growers have by no means given up hope that the bill will be seen in the proper light and a tremendous industry protected."

Before this speaker retired he answered a number of questions as to prices in Pennsylvania and the average condition of the crop.

G. W. Perkins, president of the Cigarmakers' International Union of America, then presented the side of the cigarmakers, and began his remarks by saying that his constituents had no ax to grind, but were simply looking out for their livelihood. Mr. Perkins gave a very comprehensive and complete history of the cigarmaking industry, showing how it had grown in a half century from practically nothing to its present magnitude.

"The increase in the output of cigars since 1863 is about 7,205,000,000 per year, or 3700 per cent," said Mr. Perkins. "The value of the output during 1900 was $160,223,152, showing an increase of $159,223,152 over the value of the output of the Connecticut Valley in 1860, which at that time was the principal cigar producing center of the United States. For the fiscal year of 1904 we paid a revenue to the Government on cigars of $20,498,711.84.

"In 1863, less than 2,000 persons were employed in the cigar industry, while Government statistics show that there are now employed in the cigar trade about 125,000, fully 80,000 of whom are skilled workmen. In the Philippine Islands about 20,000 people are employed, at an average pay of $10.21 per month, or 37½ cents a day.

"The American manufacturer now has to pay a tariff of $1.85 per pound on Cuban wrapper tobacco and 35 cents per pound for fillers. The Philippine Islands are favorably adapted to the growth of tobacco which will soon successfully compete with that grown in any other country, an advantage ours does not possess.

"A good cigar can be bought in Manila for a cent, while the home produced cigar sells for 5, 10, and 15 cents apiece. Under the proposed reduction a cheaper grade of cigars could be laid down at San Francisco for $17.62 per thousand, and the higher grades from $4 to $6 above this price.

"Give this Oriental cheap labor a market here, and the results will be ruinous to our industry. We cannot understand by what right Congress can justify legislation which will surely result in lowering the standard of living of such a large army of loyal American citizens.

"We protest against being pitted against Oriental labor in our struggle for existence. The act proposed will simply tend to drag us down to the level of the Filipino rather than raise him to ours. Moreover, I understand that all the cigar factories of Manila, thirty-one in number, are owned by foreign capital, except one.

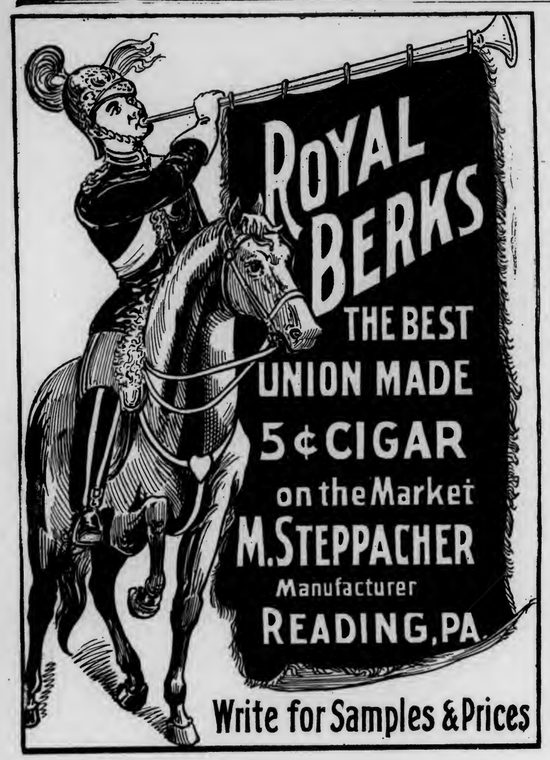
"This protest is respectfully submitted on behalf of 47,000 organized cigarmakers in particular and the entire craft in general."

This closed the morning session and the committee adjourned until 2 o'clock. The second session did not last more than fifteen minutes, Congressman Driscoll, of New York State, representing a large body of growers in his district, speaking on general terms against the passage of the bill. Mr. Driscoll said that he knew the New York Growers' Association would consent to a cut of 25 per cent., making the altered rate 50 per cent of the Dingley tariff, and urged the committee to report such a recommendation as the most satisfactory compromise.

This ended the hearing in the tobacco interest. J. M. B.

—The San Telmo Cigar Manufacturing Co., of Detroit, Mich., has increased its capital from $10,000 to $50,000.

—The Beck Cigar Co., of Canton, O., has been incorporated with a capital of $10,000.



The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market Street, Lancaster, Pa.

J. A. COLLINS. GEO. A. BUDDY.

The Littlestown Cigar Company

Littlestown, Pa.

Manufacturers of

STRICTLY UNION-MADE CIGARS

OUR LINE:

Lord Bute, The Buddy, Union Riders, Sweet Tips, Cuban Emulator, General Post, Pretty Nell.

W. C. Jackson,

Manufacturer of

Fine Cigars

Factories No. 34 and No. 1596,

East Prospect,

Penna.

Correspondence with Wholesale Dealers and Jobbers Invited.

Telephone Connection.

Quo Vadis

5-Cent Cigar

This is **the** cigar for you to sell—it will please your trade and increase your business.

It is an exceptionally good nickel cigar—strictly hand-made, from delightfully blended long Havana filler and imported Sumatra wrapper.

A winning feature of the "Quo Vadis" is its handsome, up-to-date

Diplomatico Shape,

which insures a rich and satisfying smoke and will attract attention in your show case.

If you are not already selling "Quo Vadis" cigars let us ship you some. Somebody in your town is surely going to make money selling this cigar, so **why not you?**

Price $35.00 per 1000, attractively packed in boxes of 50.

We invite correspondence from responsible dealers everywhere.

Exclusive control given to prominent jobbing houses for territories not already covered. Write us to-day.

Sample box of 25 sent to dealers for $1.00, express paid.

Alfred Eyer & Co., Cigar Mfrs., Allentown, Pa.

Geo. W. Newman, who went West last week for Young & Newman, has already made some good returns, and writes that he is highly satisfied with the way territory is opening up.

L. P. Kimmig, of L. P. Kimmig & Co., is dividing his time between Philadelphia and Lancaster these days. This house is doing a good business in Pennsylvania broad leaf.

Julius Eckerson will take an extended business trip through the West as soon as his brother, head of the firm of F. Eckerson & Co., returns from Havana where he is buying for the house.

With Manufacturers and Jobbers.

Orders are coming in nicely now with the manufacturers and it seems evident that the holiday glut is well out of the way by this time and jobbers and retailers are ready to fill up again. There are no kicks coming on the way the month is closing up, and quite a number of Philadelphia firms are increasing their corps of salesmen. A good proportion of the business is still in the West and South, and very few manufacturers are running very heavily on this market just now. Everything points to a very good spring.

The Liberman Manufacturing Co., manufacturers of modern cigar making apparatus, has a striking sign painted on the side wall of the building at Third and New streets. The name of the firm, and a picture of the cigar machine are in black on a white background, the whole sign being about fifteen feet high. It can easily be seen and distinguished at a considerable distance.

J. S. Vetterlein has been in Boston for the last week, returning today. Mr. Vetterlein was looking over the New England trade with a view to increasing their business in that section.

Jasper L. Rowe, the Virginia representative of Vetterlein Bros., was in the Philadelphia office this week for a few days. Mr. Rowe thinks it will be a banner year in his territory.

Charles S. Oettinger has been engaged by the Vicente Portuondo Co., and started yesterday for a three months selling trip through the East and South. Mr. Oettinger's long suit is on clear Havana goods.

The Vicente Portuondo Co. is pushing its nickel brands on the local market and has quite a number of extra city salesmen out.

NEW CROP FLORIDA.

On another page of this issue will be found the announcement of the Florida Tobacco Company, offering fine Florida tobaccos of the new crop which is claimed to be the finest ever grown in the South. Mr. D. A. Shaw, President of the Florida Tobacco Co., is one of the best known growers of tobacco in the Peninsula, having for years previous to his present engagement been connected with one of the largest and most successful tobacco plantations in the South.

In any event those interested in Florida tobacco would no doubt do well by looking carefully into the merits of the offerings of this company, which for the convenience of the trade in the North now has an office and sample room at 131 Maiden Lane, New York, at which address samples and other particulars are obtainable.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Jan. 23, 1905.

Havana—Jas. E. Ward & Co., 1 case cigarettes.

Liverpool—American Tobacco Co, 2 cases tobacco; Amsterdam Supply Co, 30 cases cigarette paper.

Palermo—Order, 10½ cases snuff and tobacco.

Ponce—Rojas, Perez & Co, 4 boxes cigars.

Trieste—M. Arkossy & Co., 2 cases cigarette paper; Order, 19 barrels tobacco.

SUMATRA TOBACCO.

Str. Ryndam, arrived Jan. 18.

(239 bales)

H. Duys & Co	126 bales
Pretzfeld & Co	50 "
A. Blumlein & Co	27 "
United Cigar Manufacturers	18 "
S. Rossin & Sons	13 "
Otto Malchow & Co	5 "

HAVANA TOBACCO.

Str. Havana, arrived Jan. 22;

(474 bales; 38 bbls; 1 case.)

Jas. E. Ward & Co	99 bales
Leonard Friedman & Co	94 bales
M. Atak & Co	50 "
Calixto Lopez & Co	50 "
Edward Arendt & Son	44 "
G. Salomon & Bros	33 "
Hamburger Bros. & Co	27 "
E. Rosenwald & Bro	25 "
E. Ellinger & Co	20 "
J. Bernheim & Son	20 "
I. C. Calmet	6 "
C. Castellanos & Co	6 "
C. Castellanos & Co	38 bbls.
Jas E. Ward & Co	1 case

HAVANA CIGARS

Str. Havana, arrived Jan. 22:

(14 cases.)

Jas. E. Ward & Co	10 cases
Morten & Co	4 "

PORTO RICAN TOBACCO.

Str. Ponce, arrived Jan. 23:

181 bales.)

C. Mendez	118 bales
Order	60 "
Durlach Bros	3 "

PORTO RICAN CIGARS.

Str. Ponce, arrived Jan. 23:

(204 cases)

American Tobacco Co	62 cases
American Cigar Co	28 "
West Indies Cigar Co	17 "
Durlach Bros	16 "
C. D. Stone & Co	13 "
Am. W. I. T. Co	11 "
F. Bonilla & Co	9 "
Victor Malga & Co	9 "
C. Mendez	9 "
Arguelles, Manrique, Sola & Co	7 "
Cadiz Cigar Co	7 "
DeFord & Co	5 "
G. W. Sheldon & Co	5 "
Order	4 "
Mateo Rucabado	2 "

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

DELA FLORA CUBAN STAR

GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. **PITTSBURG, PA.**

G. H. SACHS,
Manufacturer of **FINE CIGARS**
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy,
Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

Pan-American Pan-American No. 2 Pan-American Special

PAN AMERICAN
Registered
STOGIES
MADE BY
Samuel Smith & Son,
112--116 East Jefferson Street,
Special Prices to Jobbers.
Mention The Tobacco World. **Allegheny, Pa.**

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made *CIGARS*
615, 617 and 619 Lake St.
Lancaster, Pa.

CINCINNATI MARKET.

Last Saturdays Sales Marked by Light Offerings.

Cincinnati, O., Jan. 24.

The cigar leaf sales last Saturday were marked with light offerings, the total being but 91 cases, all of which were sold at one house. The quality of the offerings was very fair and the condition generally good. There was, though, an almost total absence of high grade fillers and wrappers. Good old Zimmers ranged from 6 to 10¼c. and a few new from 8¼ to 11¾ cents. Connecticut binders and fillers sold from $4.10 to $9 10 per 100 lbs. Wisconsins and Little Dutch sparingly offered and poor in quality. Prices on Little Dutch ran from $2.30 to $5.40. Wisconsins ranged from $1.50 to $5.10.

—Mather Newberger, one of the best known men formerly connected with the trade in Southern Ohio died at his home here last week after a short illness with pneumonia.

—The E. O. Eshelby Tobacco Co., of this city, purchased on the Louisville breaks last Thursday a hogshead of tobacco from Kentucky's exhibit at the St. Louis World's Fair, for $11. It was put up by J. M. Vaughn, of Owensboro, who selected it from a purchase of 3,000,000 pounds.

—Joseph Sebastian's cigar store and factory at 1047 St. Gregory avenue was partially wrecked last Thursday evening by an explosion of illuminating gas. Several customers were slightly injured by the falling of the ceiling. All of Sebastian's show cases were broken and his stock badly damaged by falling plaster. The damage to stock and fixtures entailed $1,000. BUHRMAN.

NEW TOBACCO PUBLICATION.

"The Tobacco Colonial Quarterly" is a new publication gotten out by "Tobacco" London, England. Its purpose is to supply the colonies of England with full and complete information of events in the home trade and the happenings in the tobacco centers of the world. For those interested in the tobacco trade in the English colonies the new journal will be found to fill the bill.

A FEW CHANGES IN READING.

But all are in the Nature of Business Enlargements.

Reading, Pa , Jan. 23.

Chas. M. Yetter, of Mohnsville, near here, who during the past six years has built up an extensive cigar business, has secured a charter, and the business is being transferred to the new corporation which will be known as the Chas. M. Yetter Co. The capital stock will be $15,020, pratically all of which will be held by the Yetter family.

Arrangements are being made to build a new factory building a few miles outside of Reading, at Edison, ground having been bought some time ago with that end in view. The present factory is steadily busy, and plans are laid for an output of 5,000,000 cigars this year.

J. G. Hausen is having good success with his latest brand All Points and is looking forward to a record breaking year.

John G. Spatz, of J. G. Spatz & Co., summarized the conditions throughout the country as healthful, and especially n the West, where his firm's products have a large sale.

H. S. Dibert, of the Industrial Cigar Manufacturing Co., is also very favorably impressed with the way in which trade is opening for the new year.

F. P. Kalbach has opened his new factory at Sixth and Windsor streets and is very nicely located, with a modern retail department. His brands are the National Emblem, White Qwl, The Original and F. P. K.

Chas. R. Albright has increased his working force. He now has orders enough in hand to keep all busy until February 15.

F. H. Deibert & Co., cigar manufacturers at Orwigsburg, have changed their firm name to Deibert & Yeager, but business will continue as before.

SWISHER BROS. BUY BUILDING FOR NEW FACTORY.

Chillicothe, O., Jan. 24.

Swisher Bros., the stogie makers, have bought the big building formerly occupied by a wagon works here and will convert it into a factory at once. It will be made the distributing point for all the other factories in the State.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

OUR TWO BIG SELLERS

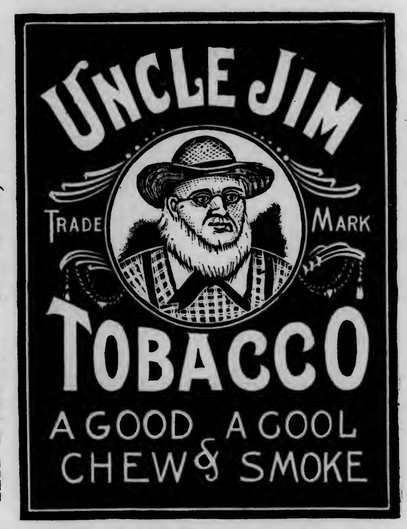
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

NOTES FROM THE YORK MARKET.

York, Pa., Jan. 23.

The York county trade is rapidly getting back into normal working order again, and the output for this month it is believed will exceed that of January a year ago. Visiting leaf men find a fair business, notwithstanding the fact that it is early in the year.

The Dallas Cigar Co., of Dallastown, has closed its factory at Windsor and removed the business to Dallastown.

G. W. Gable, of Windsor, recently secured several large orders for goods that are to be sent to the Coast.

M. Katz & Son have commenced the manufacture of scrap tobacco for cigar filler purposes, and occupy a part of H. W. Heffener's old box factory building on Boundary avenue.

J. Stanley Winger, of this city, has gone on a trip through the South in the interest of some cigar manufacturers whom he represented at St. Louis World's Fair.

VETERAN IN SYRACUSE TRADE SELLS HIS BUSINESS.

Homer A. Ostrander, one of the veteran tobacco dealers of Syracuse, N. Y., has sold his cigar store in the basement of the Gridley block to Charles Ball, who will take possession immediately. Mr. Ostrander has not decided what he will go into next. He says that he has been in the business so long he has tired of it.

His first business venture was in 1875, when he and John J. Town formed a partnership and opened a stand in the old Syracuse house. He has been in his present location for nine years. Prior to the time he went into busines for himself he worked for Lewis & Whelan. Mr. Ostrander, Michael Whelan and Henry Wood are the veteran tobacco dealers of the city.

NEW FACTORIES FOR SEIDENBERG, STIEFEL & CO.

Seidenberg, Stiefel & Co., who have a number of factories in New York, have decided to open a branch factory in Middletown within the next eight weeks, and will begin work there with a force of 100 hands.

The company employs between 1,200 and 1,400 hands at the New York city factory, 98th street and First avenue. The cigars manufactured are the Grand Republic, William Tell, and the Buffo cigars and cigarettes, all tobacco. William Hollander, formerly of Newburgh, who has been employed at the Newburgh factory for the past two years, is mentioned as the probable superintendent of the Middletown factory.

The company is also negotiating for another factory which they hope to establish at New Haven, Conn., in the course of a year.

A NEW LEAF TOBACCO BOARD OF TRADE IN LANCASTER.

A new Board of Trade was organized in Lancaster, Pa., last week by a number of the leading leaf packers and dealers. The following officers were chosen: President, J. Gust Zook; Secretary, Charles E. Long; Treasurer, M. Rosenthal.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

Factories: 26 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

. . CIGARS . .

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

MARTIN SLABACH,

DENVER, PA.

Manufacturer of High-Grade Union Made CIGARS

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,

LANCASTER, PA.

Manufacturers of

High Grade

Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight. Samples and Particulars to Reliable People on Application.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

GEORGE W. McGUIGAN,

Red Lion, Pa.

Maker of

High Grade Domestic

Cigars

Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA

Capacity 50,000 per Day.
Prompt Shipments Guaranteed.

Delegations Reach Washington.

Leaf Tobacco Men are Ready to Meet the Ways and Means Committee.

Washington, D. C., Jan. 24.

A delegation from New York headed by A. Bijur arrived here at 9 o'clock this evening prepared to appear before the Ways and Means Committee tomorrow morning to protest against passage of the Curtis Bill. John Landstreet, President of the Independent Manufacturers' Association of the United States arrived earlier in the evening. President Frye of the New England Tobacco Growers' Association accompanied by a few other gentlemen also arrived during the evening and registered at the St. James, the other party stopping at the New Willard. A number of others will arrive from New York and other points tomorrow in time for the hearing.

Some little time was spent by the party this evening in an informal discussion of plans for the most effective presentation of arguments tomorrow, and it is now thought that everything can be gotten through with in one day.

EMYLOYES ARE IN LUCK IN THIS FACTORY.

A physician, two trained nurses, a class in first aid for the injured and beds for emergency cases are some of the many precautions taken by the National Cash Register Company, of Dayton, Ohio, for the health and welfare of its employes.

The Company believes in good health for its employes, has followed out such a policy for a number of years, and it is safe to assert that there is not another manufacturing concern in the United States which has healthier or happier employes.

Ready for Emergency Cases.

When a person makes application for employment at the factory one of the first requirements is that he shall submit to a physical and medical examination, as it is the aim of the Company to take into its employ only strong and healthy men and women, and its employes must be protected from all contagious diseases. A special study of means to promote the health of its employes is made by the Welfare Department of the factory.

A physician employed by the Company is at the call of all employes while in the factory without cost to them, who conducts classes in first aid to the injured, aided by two trained nurses, who, themselves, are in close touch with the young women employed in the factory. The rest room in which the girls may go when ill is under their charge.

Ventilation and light receive special attention. The factory buildings are clean and light and are supplied with pure air. Everywhere are unusual sanitary provisions. In the polishing room, the air is changed every fifteen minutes, and the emery dust is drawn down by suction into a general exhaust pipe and conveyed out of the building.

The Lock and Drill Department.

The young women are provided with high back chairs and foot rests. They are also supplied with immaculately clean aprons and sleevelets to protect their gowns while at work.

Every building has its bathroom with tubs and shower appliances, and employes are given Company's time for bathing. All employes are given Saturday afternoon as a half holiday the year round.

Rest Room for Women Employes.

Dining rooms are provided where employes may secure warm lunches at a nominal charge. None but the purest of foods are served. Lectures on health and food are frequently given in the Assembly Hall for all the employes by recognized authorities on these subjects. All the known hygienic laws are observed throughout the factory. In addition to

The Tool Room.

all these precautions, the employes of the factory have a Relief Association in which its members are entitled to sick benefits and the services of a physician when needed.

There is also a Men's Welfare League, which is the means of providing outdoor athletics of all kinds for the men employes of the factory.

—J. G. Teese, of the S. Omicron & Co., manufacturers of Turkish cigarettes, at 430 Walnut street, this city, who was confined to his Thirteenth street home, is now able to be out again.

Good to Keep Good Cigars Good

Your Jobber will give you a Certificate covering small quantities, and when you accumulate Certificates showing purchases of 6,000 CREMO EXPORT Cigars, you will be entitled to one of these handsome Humidors free. :: ::

Size, 30 in. long, 22 in. wide, 25 in. high. Weight, 60 lbs.

THE above illustration is an exact representation of the Humidor in which **Cremo Export** Cigars are packed and shipped by the manufacturer. This Humidor holds 6,000 **Cremo Export** Cigars in boxes containing 100 cigars each. It is metal lined, metal covered, with strong brass lock, and heavy brass drop handles and brass trimmings, with moistener pad in top of lid, ventilator in each end, and attractively decorated in imitation cedar wood.

Each humidor is shipped in a wood case to protect it from being scratched or damaged in transit.

The purpose of the Humidor is to protect the cigars from the deteriorating effects of changes in temperature, and to preserve them in the same good order and condition in which they leave the factory. This it does perfectly for any length of time in any climate on the globe, until the last box is used.

Cremo Export Cigars are made only in Londres, which means a straight cigar, being practically the same size from end to end. This shape is more generally smoked than any other, the world over, which fact is a pretty convincing proof that it is the most popular as well as the most desirable shape in which cigars can be made.

If you serve your customer with a **Cremo Export** Cigar out of a Humidor, you give him the best five-cent cigar in the world in the best condition to please him and hold his patronage; if he is pleased with one he will be pleased with every one.

Send your jobber an order for 6,000 **Cremo Export** Cigars, and he will have them shipped to you direct from the factory in the Humidor, freight paid, and billed as 5,500, at $35.00 per thousand.

The CREMO CIGAR is by several times THE LARGEST SELLER IN THE WORLD.

ASK YOURSELF WHY?

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER
Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED
ISAAC CHAUNCEY

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION MADE
5¢ 5¢
MANUFACTURED BY A.B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
VAMPIRE

INTERNAL REVENUE FOR DECEMBER.

Cigars and Snuff the Only Commodities that Show an Increased Output.

The Internal Revenue returns for the month of December, which have just been officially announced, show an increase in cigars and snuff during the month of December as compared with the previous year, while little cigars, cigarettes and tobacco show a considerable decrease. In comparison with the month of November last, all commodities show an expected loss in output. The figures are as follows:

	Dec. 1903	Dec. 1904		
Cigars,	$1,658,768 95	$1,708,854.43	Increase,	$50,085.48
Cigarettes,	255,654.54	249,220.63	Decrease,	6,433.91
Snuff,	85,542.72	99,775.15	Increase,	14.232.43
Tobacco,	1,736,910.33	1,584,437.55	Decrease,	152,472.78

In figures, the comparative output was as follows:

		Dec. 1903	Dec. 1904		
Cigars,	No.	542,328,185	560,287,800	Increase,	17,959,615
Little Cigars,	No.	58,860,000	51,856,112	Decrease,	7,003,888
Cigarettes,	No.	255,526,415	250,266,178	Decrease,	5,260,237
Snuff,	Lbs.	1,425,710	1,662,919	Increase,	237,209
Tobacco,	Lbs.	28,948,505	26,407,293	Decrease,	2,541,212

In comparison with the month of November, 1904, the figures are as follows:

		Nov. 1904	Dec. 1904		
Cigars,	No.	602,481,067	560,287,800	Decrease,	42,193,267
Little Cigars,	No.	60,162.185	51,856,112	Decrease,	8,306,073
Cigarettes,	No.	290,355,587	250,266.178	Decrease,	40,089,409
Snuff,	Lbs.	1,730,076	1,662,919	Decrease,	67,157
Tobacco,	Lbs.	28,264,337	26,407,293	Decrease,	1,857,044

CHICAGO TRADE SATISFIED.

Business in the Windy City in Healthy Condition.

Chicago, Ill., Jan. 21.

Trade conditions for the past week have been on the whole very satisfactory, and retail dealers in general report a healthy condition in business. Some are selling fair amounts in box lots, which indicates a return to normal conditions after the usual overloading experienced during the holidays. The wholesale houses as well appear satisfied with January business thus far. The belief is general from all sources in the business that the year is opening in a manner that pretty fully meets expectations.

T. D. Hene, who represents the well known firm of Wedeles Bros., is at York, Pa., and reports a very satisfactory business in Florida Sumatra stock in that section.

The American Tobacco Co. on Jan. 16 reinstated its former drop shipment deal, and on 50 pound plugs and over, delivered direct from the jobbers' stocks, will return its check of one cent per pound to purchasers.

The Steele-Wedeles Co.'s headquarters present a busy appearance, and good sales in their popular brand, the George W. Childs Cabinet 5 cent cigar, are reported.

The pioneer firm of Sprague, Warner & Co. are enjoying their usual good trade, as is evidenced from the business of their several tobacco departments.

A gratis deal of twenty Hoffman House little cigars free with each 100 magnums will be in effect until Feb. 15, 1905, at the J. & B. Moos headquarters. The firm is working along its usual lines, and reports a very good condition in trade.

The new national board of directors of the Cigar Dealers' Association of America met Thursday under the able leadership of President M. W. Diffley to discuss the best program for future work. While no details for publication were given out, it is evident that the new board is preparing to take up the battle with renewed energy, and will in due time be heard from.

Monroe Adler, who has been somewhat indisposed for several days, is again able to be at his office prepared for business.

Albert C. Becker has bought the store of S. Marco, at 197 LaSalle street, adjoining the Home Insurance building. It is perhaps better known as the Indermille stand, having several times been owned and sold by Mr. Indermille. The bulk of the stock of the late owner, Mr. Marco, was moved to his Fifth avenue store. Mr. Becker has for several years conducted the stand in the Home Insurance building.

Albert Breitung has again added to his growing business, and lately purchased the retail stand in the Old Colony building from Alfred Moos. The business qualifications of Mr. A. B. can best be summed up in the expressive phrase, "Nothing succeeds like success."

Sol Hamburger, of A. Santaella & Co., left recently for the company's factory at Tampa, and will from there go on a business trip to San Francisco. E. R. L.

—A new invention is a thread inserted in the band of a cigar, to facilitate its removal without the danger of puncturing or injuring the wrapper with the finger nails.

COMMITTEE ON WAYS AND MEANS WILL HEAR TOBACCO MEN

Various Branches of the Trade are Gathered in Washington and will Today Protest Against the Curtis Bill to Cut the Tariff on Philippine Tobacco to One-third Present Rate.

Washington, D. C., Jan 24, 1905.

The House Ways and Means Committee of Congress will give a hearing tomorrow to all those in the tobacco trade who are interested in the tobacco trade and a large delegation will be on hand made up from the majority of the largest cigar and tobacco organizations in the country.

The hearing will be given in the Capital at 10 o'clock tomorrow morning by Chairman Payne and his committee and will continue until each spokesman is heard.

On the other hand, Secretary Taft has addressed a letter to Chairman Payne, explaining his purpose in transmitting to Congress the bill to amend the Philippine tariff. The Secretary says it was found that the original tariff act of 1902 had a number of defects, such as the prohibition on the importation of machinery and certain other duties not producing sufficient revenue.

The present bill was prepared under the direction of Mr. Taft while Governor of the islands after public hearings and the most careful consideration by the commission and business interests in the United States, criticism and amendment by the latter being specially invited.

Under the existing law the duty paid on the Philippine tobacco is 75 per cent. of the Dingley rate. Tobacco men have expressed a willingness to accept a cut to 50 per cent and they consider that they were given to understand that the Philippine bill would name this rate. When the measure was introduced on January 14 they learned for the first time of the 25 per cent provision.

Under the provisions of the Curtis bill, Philippine cigars could more than compete with the domestic 5 cent cigar and would create a situation compared with which the complaint of domestic manufacturers of clear Havanas against the Cuban treaty is as nothing.

Under the Curtis bill the rate on cigars and cigarettes would be cut from $4.50 per pound and 25 per cent ad valorem, to $1.12½ per pound and 6¼ per cent ad valorem. On wrapper leaf the rate would be cut from $1.85 to 46¼ cents per pound and on fillers from 35 cents to 8¾ cents per pound. A still further reduction on the duty would be realized by Philippine importers from the provision of the law which exempts the cigars of the islands from the internal revenue tax of $3.

The matter is one of great interest to Pennsylvania, and growers, manufacturers and dealers have been working steadily against the passage of the bill. Pennsylvania is now the largest manufacturing State and the army of cigarmakers employed would feel the effect of the cut at once. As a matter of fact the grade of tobacco raised in this State would come most directly into competition with the cheap labor product of the islands, Virginia and North Carolina, bright leaf centres being but little affected.

HERE AND THERE IN DAYTON, O.

American Cigar Co. is Buying Large Lots of 1904 Zimmers.

Dayton, O., Jan. 23.

The buyers of the American Cigar Co. were last week actively engaged in the purchase of the 1904 Zimmers. If reports be true, the said company have purchased heavily of last year's crop of Zimmers, and have shown no disposition to discontinue. The activity shown by them has stimulated others to follow, and in the past two weeks buying in general has been very noticeable.

O'Neill & Ruge, the well known local packers, have vacated their old quarters in the Logan street property and are now installed in the Rosenwald warehouse in Edgemont, which, with its increased facilities for handling, is better adapted to their rapidly growing business. The O'Neill warehouse has been leased to George Kemp, the local agent of Elias Bach & Son, New York. This firm is now packing in this section, and has shown excellent judgment in the selection of its representative here.

The rising temperature, accompanied by recent rains, has served the growers well, and a considerable amount of tobacco has been taken down. However, the opportunity thus afforded must be well utilized, for at this season of the year the uncertain weather conditions behooves quick action.

The writer a few days since personally inspected the new warehouse of Heeter, on Hawthorne street, West Side, and was very favorably impressed with its excellent facilities for handling. It comprises a two story building, with cement basement, thoroughly equipped and finely adapted to the purposes for which it is intended.

The Louis Heitman cigar factory was badly damaged by fire last week, entailing an almost total loss to the stock. The building, however, was not injured beyond repair, and carpenters are now busily engaged restoring the charred woodwork. The stock was fully covered by insurance. It will be several weeks before work in the old factory can be resumed. Mr. Heitman has secured temporary quarters in the H. C. Mahrt building, where the 175 employes of the company will be engaged in their various capacities until the needed repairs are completed. Mr. Heitman's trade, therefore, will not suffer in consequence of the unfortunate occurrence.

Among the out of town visitors to the local trade the past week the following representatives of well known houses were noticed: Ray C. Sutter, Sutter Bros., Chicago, and Charles Goldsmith, of Charles R. Goldsmith & Co., New York.

Fred W. Miller, the Queen City broker, was a guest of Germantown, O., packers this week. NIX.

—American cigars imported into Porto Rico pay a local tax of $1 80, as against $3.60 for all other foreign cigars.

RESERVED FOR
GEORGE W. PARR
Littlestown, Pa.
MANUFACTURER
of The
FERNSIDE 5-CENT CIGAR
The Brand that was Awarded a Medal at the World's Fair in St. Louis in 1904.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

LIBERMAN'S
Latest Suction Machine

Adopted by the Leading Manufacturers.

Palm Rolling Essential to Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

LIBERMAN MANUFACTURING CO.

Manufacturers of

Cigar Machinery and Tools

240-42 North Third Street,

PHILADELPHIA, PA., U. S. A.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

DOESN'T WANT TO BE A LABEL.

Governor of Minnesota Turns Down Manufacturers Who Want a New Brand.

Unlike the majority of public officials, Governor Johnson, of Minnesota, has resisted all appeals that he allow his name and picture to be used as a label for a cigar package.

More than a dozen applications of this nature have been received by Frank A. Day, private secretary, and have been placed on file until the governor gets leisure to decide whether he wants to go down to posterity as the champion of the weed.

One impetuous manufacturer, impatient to get the consent of the governor, yesterday called him up and beseeched him over the wires to allow his picture to go upon a brand of cigars he is about to place upon the market.

The applications began to come in almost before those of the office seekers, and continue to come in with the same regularity. Gov. Johnson has been too busy to give them a thought, but it is said that the manufacturers will have to cast around for a new name for their products.

ANOTHER WHELAN IN NEW YORK.

Michael J. Will Manage United States Co.'s Mail Order Business.

Syracuse, N. Y., Jan. 20.

Michael J. Whelan of this city has been selected by the United Cigar Stores Co. to manage its mail order department and from now on will spend most of his time in New York.

The new manager was until a few days ago confined to his residence at 612 East Genesee street by illness, but has recovered sufficiently to go to New York.

Mr. Whelan has for many years been proprietor of the cigar store at the junction of East Genesee and East Washington streets, which has been run under the name of Lewis & Whelan. Since the death of his former partner Mr. Whelan has retained the old firm name.

George J. Whelan is president of the United Cigar Stores Company and C. A. Whelan is vice president. Both were formerly in the cigar business here. John F. Whelan, proprietor of the Yates cigar stand, was recently chosen president of the Royal Cigar Co., which proposes to open a chain of stores in New York and other cities and to handle only imported and high grade cigars and tobaccos.

The connection of the Whelans with the United Cigar Stores Co. has revived the rumor that the firm would take over the Whelan stores in this city, but this is denied. Those familiar with the doings of the big company, however, say that it is but a matter of time before the local stores will belong to the big company, and it is only on account of the influence of the Whelans that the company did not open several stores here sooner.

NEW WAREHOUSE GETS BUSINESS.

Cincinnati Sales Suffered On Account of Kentucky Competition.

Cincinnati, O., Jan. 20.

For some time business on the local breaks has been quiet for the season, so much so that certain men in the leaf commission business of the city have begun to believe that the stagnation may be a result of the opening of a new tobacco auction warehouse by the Burley Loose Tobacco Co., at Lexington, Ky., which it must be remembered is in the heart of the growing district.

Sales at the local warehouses were a trifle better last week but were below the average. Farmers who are interested in the Burley Growers' Association are holding their tobacco until the Association either raises sufficient funds to combat the combine or else disbands.

It is reported in a semi-official way that if the Growers' Association is compelled to give up, its followers will ship their tobacco to Lexington, where it is thought the combine can be better fought than in the markets at Cincinnati or Louisville.

Last year at the local warehouses on Front street 23,629 hogsheads were offered, against 65,893 hogsheads in 1903. The aggregate cash amount of sales during 1904 were $2,415,760.53, compared to $5,435,453.58 during the preceding year, a loss to the city's trade of more than three million dollars. It will be recalled that the combine purchased heavy supplies direct from the country, and the decrease in the year's business is largely atttributed to that account. Whether or not the new ventures at Lexington will continue to take away that much of the city's business in tobacco remains to be seen.

J. M. MITTLEMAN

Dealer in

Leaf Tobacco

No. 1619 South Street

PHILADELPHIA

Goods Sold in Any Quantity.

Open Evenings Until Nine o'clock.

THE AROMA THOUSANDS PRAISE.

Havana Box Aroma

$12 per Gallon.

ITS EQUAL UNKNOWN TO SCIENCE

Cincinnati Fruit Refining Company, Cincinnati, O.

C. S. COOPER,

Manufacturer of

Fine and Domestic Cigars

WEST EARL, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 **Marietta, Pa.** Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar

☞Distributors Wanted Everywhere.☜

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

IMPROVEMENT IN BOSTON.

Brief Reports of What is Doing with the Trade at the Hub.

Boston, Mass., Jan. 19.

Business in the cigar and tobacco circles for the week past shows signs of improvement; the retailers are not complaining so much as they have been, and the jobbers seem to be satisfied, as many of them have been ordering goods just as if business was at its best. Many manufacturers of cigarettes and tobacco who heretofore packed coupons in their goods, have followed the American Tobacco Co.'s course, and have notified the trade that hereafter they would cease doing so on account of the new State law, which was aimed to do away with the trading stamp business, but is effecting nearly every branch of business, where premiums, etc., are given away to help the sale of goods irrespective of what they may be.

Victor Sheppard who is now the genial representative of the Khedivail Co. in this locality, is doing some clever work in advertising and placing the Turkish Delights and one by one the jobbers are taking hold of these goods. On account of the similarity of the package to another brand made by the trust, these goods are being rapidly pushed by live dealers.

Ed. Leader, with the Allen Tobacco Co., is about to start on an extended trip, and he declares that Telonettes are selling better than ever.

H. Van Buren, with the American Tobacco Co., who is working on Cubanola cigars, and Sam Marcuson with the same concern, on Hassan cigarettes, are both in Lowell this week.

The engagement is announced of Maurice Hanauer, who is connected with the firm of Louis Jesesohn, and Miss Fanny Friedlander, daughter of the popular south end jobber, S. Friedlander.

Miss Baumgrass, who formerly was saleswoman for the Cafe Noir Cigarette Co., is now traveling representative for the Khedivial Co., of New York.

Wm. Norton, formerly with S. Monday & Sons, of New York, and Doc. Hammond, are now with the Victor Thorsch Co., doing missionary work on the Bachelor cigars.

Chas. Vetterlein, of Philadelphia, spent a few days here last week looking after the sale of their Saborosa brand which is said to be one of the best 5 cent goods sold in this market.

Julius Becker and H. Burger, of the Manhattan Briar Wood Pipe Co., of New York, are still in town going the rounds.

Sam. Harris, of the Khedivial Co., is expected to be in Boston in a few days. Sam. is very popular with the trade.

Rosenthal Bros. have taken the Boston agency for the William the Fourth clear Havana cigars made by Gans Bros., of New York.

Julius O. Cohen, proprietor of the Market Man's Cigar Store, has placed a nice order for some Espina cigars with the Straitton & Storm Co.

Lee Hammond, of 4317 Boyleston street, has a nice window display this week of the John Drew cigar.

Leroy little cigars on account of the new gratis deal are selling better than ever. S. A. Frank, who represents L. Miller & Sons in this section is placing the Grumbler and El Cafe cigars with good success.

A. S. Bearse & Co., 9 Greene street, are enjoying a good sale on Puritan little cigars and Kozy cut plug.

Visiting salesmen, when calling on D. Benditson, the popular Hanover street jobber, are always given the glad hand by Israel Dane, the buyer, but when it comes to giving orders, Mr. Dane always manages to creep out of it somehow.

Frank Grim, the principal jobber of union and independent goods in Boston and surroundings is also the financial secretary of the Cigar Dealers' Association of America. The Boston local reports that at present the Association is in good financial condition and the membership is gaining daily.

Gordon Bros. have purchased the candy store located next door to their store at 999 Washington street and contemplate enlarging the same in connection with their cigar business. BEN ALI.

REDUCED ACREAGE IN TODD CO., KY

Planters' Association Adopts Resolutions to Reduce 7 1-2 Per Cent.

At a recent stated meeting the Todd County Tobacco Planters' Association adopted resolutions pledging the membership to a reduction in acreage this year as follows:

Five acres in tobacco for every fifty acres of tillable land and 2½ acres for every additional fifty acres, making an average of 7½ acres to the hundred.

The average planting in this county for the past four years has only been 2⅔ acres per hundred. Steps were also taken looking to the prizing of the present crop.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

AMERICAN
Leaf Tobacco Co.
INCORPORATED,
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

Choice of the Market 10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
LEAF TOBACCO
Shade-Grown SUMATRA, in Bales
We make **SCRAP** Filler, **Ready for Use.**
Phones { York, No. 130. Bell, No. 1878. } 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

BLAME GOVERNMENT FOR LOSSES ON SHADE-GROWN.

Connecticut Farmers Who Have Gone Broke Trying to Raise Sumatra Leaf, Declare That Misleading Reports of Government Experts are Responsible.

A number of tobacco growers in Connecticut are complaining bitterly of the Government's experts, who, they claim, submitted reports which were so misleading as to cause them to make bad investments.

The principal grievance has to do with the much-mooted shade grown Sumatra fiasco, which failure cost those concerned in it considerable money. The growers, who assert that they are victims of misplaced confidence, declare that the experts employed by the Department of Agriculture made directly misleading reports of the results of their labors, because of erroneous deductions. Accepting these favorable reports, the complaining growers say that they have lost not less than $1,000,000 in their attempt to raise Sumatra under tents in the Connecticut Valley.

Government experts stated that the tents produced conditions similar to those obtaining in Sumatra. In view of the fact that there is a tariff of $1.85 a pound on imported Sumatra tobacco, the prosperity which awaited Connecticut growers provided Sumatra wrapper tobacco could be successfully and economically grown in that State was apparent.

Government reports stated the profit was at least $1 a pound, and that under ordinary conditions the yield should be not less than 1,000 pounds to the acre.

These reports and official statements gave a working basis for alert promoters, and numbers of stock companies were organized into which scores of farmers came with what money they could raise, banking on Secretary Wilson's summing up of his experts' reports with the prediction that there would ultimately be grown in this section the $6,000,000 of Sumatra leaf which is now annually imported into the United States.

The 1901 crop sold readily at remunerative prices, the purchasers being curious packers, who were anxious to try the much-heralded leaf.

Gradually unwelcome truths became known. The tobacco was "papery." Other defects were a bad burn, a bitter taste and an odor far from fragrant. By degrees it was admitted that the big crops of 1902 and 1903 were unsold and unsalable except at sacrificial prices.

The 1904 acreage of this tobacco did not amount to much, but the late report of the Bureau of Soils seemed to indicate that the venture was considered quite successful.

Those growers who blame the Government for their losses now voice a doubt that actual sale was made of the experimental half acre crop grown in Windsor under Government supervision in 1900, and the question is being asked was the cost of the crop ultimately paid for out of the Government appropriation for soils experiments in Connecticut?

Leaf Tobacco Markets.

CONNECTICUT VALLEY

There is not much riding in this section for tobacco. One reason may be that the weather is something fearful; snow one day, the next rain, and for some days thereafter the ice that covers not only the walks but the roads, and, in fact, all the fields, so that walking is out of the question and driving perilous to both man and beast. Then, another thing, the first bought will hold the shops for some time yet. But, as bad as the going is, I saw Mr. Mendelsohn riding with F. P. Jones of this town.

Our correspondents write:

Suffield, Ct.: "Tobacco buyers are plenty, and I have heard of several sales, all at good prices. One crop sold at 19c, one of Havana at 22½c. The rest of the crop was seed leaf, but pole sweated, and brought only 16c. Another crop sold for 20c, still another crop at better than 20c, and one crop brought a little less than 20c."

East Deerfield, Mass.: "Tobacco is all taken down here and most all stripped, and I think all sold but one crop, at around 15c in the bundle."

North Hadley, Mass.: "The taking down and stripping of tobacco was finished the last damp time, and it is all sold with the exception of one or two lots. The last sale heard of was that of R. Shattuc at 14c in bundle."

Montague, Mass.: "Tobacco is all sold here. We feel that one of the hardest features of raising the crop is to sell it on its merits; that is, if you have a good crop to be able to realize a fair value for it."

Feeding Hills, Mass: "Tobacco buyers have been around this past week, and several crops have changed hands. Edward M. Wright sold his crop of six acres to E. H. Smith, of Springfield, for 18c in bundle. Two small lots on West street have been bought by a New York party. These had dark leaf. B. C. Roberts sold to same party, price not known, as did T. O'Brien and T. Griffin on Front street. An offer was made to the Taylors on their 9-acre lot, but not accepted. This last was hit lightly by hail."

Conway, Mass.: "The tobacco is almost all sold here now, only a few crops left. Those who have sold have not all delivered their tobacco yet. The buyers seem to be holding it back for some reason. That which has been delivered is weighing out at about a ten to the acre,

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
Successor to J. Neff
MANUFACTURER OF
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent *CIGARS*
Samples and Prices Sent to Responsible People.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS HUTCHINSON / BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO

C. RUPPIN---LANCASTER, PA.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

W. E. KRAFT

MANUFACTURER

Havana and Seed Cigars

East Prospect, Pa.

OUR SPECIALTY is the

"THREE BEAUTIES"

put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, Established 1895.

WHOLESALE MANUFACTURER OF

Our Leader:

WEALTH PRODUCER. Fine Cigars

"RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

USED TWENTY YEARS WITHOUT A FAULT.

Havana Flavor

Purely Vegetable. $12 per Gallon.

DO NOT EXPERIMENT WITH OTHERS.

Cincinnati Fruit Refining Co., Cincinnati, O.

C. M. CLIME & BRO.

TERRE HILL, PA.

We Sell to Jobbing Trade only

OLD HICKORY

VIRGINIA DARE 5¢ WAXHAW

JACKSON THE GREAT

10¢

and being a nice light leaf, it weighs pretty well."

North Hatfield, Mass.: "E. C. Warner has sold his tobacco to Bock, 12 tons at 15c, mostly in bundles; the balance is in cases, all assorted. Willis Holden has sold 13 acres, partly assorted, for 21c; that in bundles for something less per pound."—Amer. Cultivator.

EDGERTON, WIS.

Buyers are riding the growing districts in search of both old and new leaf, but the movement has not resumed large proportions as yet. The bulk of the sales of the week probably concern cured leaf, for which there continues to be an active demand, though prices are kept within the limits heretofore established, which are generally too low to deserve mention in this column. Sales of the new tobacco run from 6 cents upwards, but hardly equal those of the early contracts.

L. Severson sold 73cs of '01 at 8¼c.

John Evans, 53cs '03 at 6¼ and 2½c.

Albert Maas, 38cs '01 at 8 and 1c.

Albert Maas, 6a of '04 at 6c.

The deliveries of the new crop are coming quite plentifully to the warehouses now, and the yield and money returns are proving quite satisfactory to the growers. Dealers find but little to complain of regarding the condition of the tobacco when received and settlements are effected with scarcely any trouble. Help is plentiful and the work of packing is going forward with well organized forces and with but little friction.

Shipments were 783cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 60 hhds., offerings on the breaks 20 hhds., public and private sales 115 hhds.

The qualities offered were mainly the lower grades of leaf, as for the past few months; the market was firm and unchanged.

Some hogsheads of new tobacco appear in the receipts, but are not offered for sale.

There is but little doing in the loose tobacco market; a crop is sold here and there.

The ruling committees of the Dark Tobacco District Planters' Protective Association continue to hold their regular meetings, and are now contracting to have the crop prized. Conventions of the planters are also regularly held, which are largely attended and often with much excitement, and ratios established for the reduction of the planting this year.

For Old Tobacco, we quote:

Low Lugs	$3.50 to $3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.75 to 5.50
Common Leaf	5.75 to 6.75
Medium Leaf	7.00 to 8.00

BALDWINSVILLE, N. Y., WANTS A GOVERNMENT STATION.

A meeting of the Tobacco Growers' Association of the State of New York was held at Baldwinsville last week, when plans were formulated to induce the Government to establish an experimental station in Baldwinsville. A number of well known growers and others in the trade were present.

NEW CIGAR STORES.

Freedolph H. Westerberg, will open a cigar store at Crookston, Minn., and D. H. Troxel, of Arnsworth, Neb., and H. W. Hotchkiss, of Marshalltown, Ia., will open a shop at Winona, Minn.

PATENTS RELATING to TOBACCO, Etc.

780,362 Match box holder; Oscar C Luther, Brockton, Mass.

780,057 Machine for boxing matches; William H Parker, Passaic, N. J.

780,223 Match machine; William H Parker, Passaic, N. J.

780,224 Making matches; William H Parker, Passaic, N. J.

780,068 Match box delivery holder; Jonas W Selander, New Athens, O.

780,465 Cigar cap; Alexander Woods, Montreal, Can.

37,295 Design—receptacle for tobacco, cigars and cigarettes; Arthur Q. Walsh, New York city.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

436 & 437 W. Grant St.

Lancaster, Pa.

New Orleans. San Francisco.

CIGAR LABELS

American Lithographic Co.

New York.

Chicago. Cincinnati.

CIGAR MOLDS

VERTICAL TOP SOLID OR CABLE

OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

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Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

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DEALER IN

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York, Pa.
Manufacturer of
Fine Cigars Exclusively
JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.
Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

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CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
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Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
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WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

M. H. Clark & Bro
Leaf Tobacco Brokers,
Clarksville, Tenn.
Cable Address, "CLARK."
HOPKINSVILLE, KY.
PADUCAH, KY.

Business Changes, Fires, Etc.

California

Los Angeles—D. Brodia, cigars and tobacco, sold out; George W. Walker, wholesale and retail cigars, loss by fire, insured.

Connecticut

Waterbury—D. G. Davis, cigars and tobacco, petition in bankruptcy.

Delaware

Wilmington—W. R. Edwards, wholesale and retail cigars, dead; S. Kasdin, jobber in cigars, petition in bankruptcy.

Indiana

Albion—Ira Kiblinger, tobacco, deed, $1,200.

Fort Wayne—Joseph F. Getz, cigars and tobacco, sold out.

Scottsburg—Ambrose Bennett, cigars, succeeded by W. Thompson.

Iowa

Cedar Rapids—B. F. Garnes & Co., cigars, sold out.

Maine

Lewiston—P. Adelson, cigars, etc., succeeded by Adelson & Co.

Massachusetts

Holyoke—Frank Rainault, cigars, etc., chattel mortgage, $312, discharged.

Michigan

Grand Rapids—George A. Rysdale Cigar Co. (not inc.), manufacturers, style changed to C. J. Kern & Co.

Missouri

Joplin—J. W. Rosborough, cigars, etc., succeeded by F. D. Price.

New York

Homer—Charles L. Brown, cigar manufacturer, damaged by fire.

New York City—Hirtenstein & Alexander, cigar manufacturers and retail dealers, dissolved; succeeded by Adolph Hirtenstein.

Schenectady—H. C. Benthuysen, cigars, etc., dead.

Syracuse—Meagher & Cody, J. H. Meagher, individually, R. E. deed, $1; H. A. Ostrander, cigars, etc., sold out.

Troy—R. T. Black, tobacco and cigars, sheriff in possession.

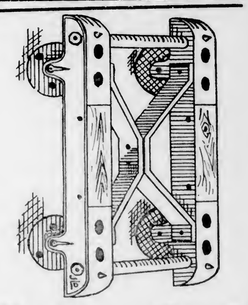
Pennsylvania

Pittsburg—Kilgore & Jamison, cigars, etc., closed by sheriff.

Washington

Everett—Strickland Bros., cigars, etc., bill of sale to P. E. Spencer.

Spokane—J. Q. Yocum, cigars, sold out to B. W. Davies.



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KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
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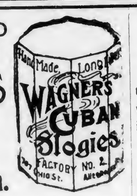

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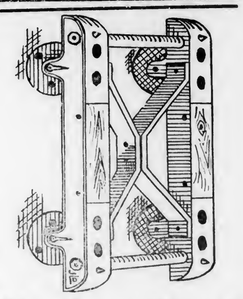

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MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. IMPORTERS OF ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA

THE WAY AND THE MEANS

¶ There are more ways than ONE to do everything—but every way isn't the BEST way.

¶ If it is any part of your business to produce GOOD cigars, you need GOOD Cigar Tools.

¶ NATIONAL TOOLS are just a little bit BETTER—and a little bit CHEAPER—than YOUR tools.

¶ Because we have the patents, the skilled labor, unusual manufacturing and selling advantages, and we know our business.

¶ NATIONAL CIGAR CUTTERS, gauged correctly, riveted handle, self-sharpening knife, tempered tool steel, and pure brass spring.

¶ NATIONAL CIGAR BOARDS, hard, strong, heavy and smooth; no knots, streaks or spots; can't warp or split.

¶ NATIONAL CIGAR KNIVES and CUBAN BLADES hold their edge and never botch the job.

¶ Another thing, we don't charge several prices for NATIONAL TOOLS, and we give your money back if they don't suit.

¶ Ask for our Special Proposition, meant particularly for YOU.

¶ The coupon brings it.

CUT THIS OFF AND MAIL IT.
NATIONAL SELLING CO., ALLENTOWN, PA.
Give me prices and particulars, and send your complete catalogs.
NAME.....
ADDRESS.....
State whether you are a dealer, cigar m'f'r, or user.
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NATIONAL SELLING CO.,
ALLENTOWN PA.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address—
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430 Walnut St.,
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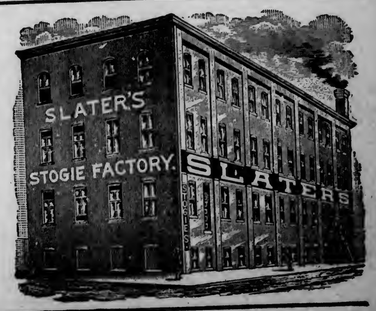
JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER **STOGIES**
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



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ESTABLISHED IN 1881
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PHILADELPHIA and NEW YORK, FEBRUARY 1, 1905.

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1903 Crop
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WRAPPERS
All Grades and Sizes.
Light, Medium and Dark Colors.
Excellent Quality.
Lowest Prices.
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C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
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PHILADELPHIA BOSTON

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

E·E·KAHLER
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MONKEY BRAND
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NATIONAL BIRD
KING LOUIS
5¢
E·E·K. WYOMISSING 10¢

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Clean as the Food You Eat
Vesper CIGAR 5¢
LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

NAPOLEON 5¢
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Manufacturers of
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Factory No. 909. Bell Telephone 4836–A.

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A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
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41 N. 11th Street, PHILADELPHIA.

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White Knight
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THE TOBACCO WORLD

GOOD SITUATION IN OWENSBORO.

Movement of Tobacco will be More Satisfactory to Auction Men.

Owensboro, Ky., Jan. 28.

A well known tobacco man in this city declared that tobacco will come in this year as it ought to, and in a way that will be perfectly satisfactory to auction house people. For some seasons now, conditions under which tobacco was marketed, have been not at all good. According to the man who predicts a beneficial change there always have been considerable quantities of tobacco sold by contract and considerable quantities at auction. When good tobacco seasons came those who sold their tobacco by contract brought it to town as rapidly as possible. At the same time those who depend on auction sales rushed their crops to the market. The result that the buyers were crowded with the tobacco bought under contract and were too busy to take much interest in the auction sales. Under this state of affairs those who sold at auction did not get as good prices as they would have gotten had buyers been more at leisure.

This time, as usual, many farmers have sold their entire crops by the contract system. A great part of this has been delivered and the remainder is being brought in as rapidly as possible. Those who propose to sell their crops at auction and who do not belong to the American Society of Equity are beginning to market their holdings and the rush will be on in a short time. But the buyers are through with the heaviest part of their contract work and will be at leisure to devote their time to auction sales. Better prices will thus be realized on the same grade of tobacco than ever before.

BROUGHT TOBACCO IN STORM.

Big Offerings at Richmond Warehouses in Spite of Blizzard.

Richmond, Va., Jan. 27.

The great storm did not interfere greatly with the movements of the tobacco farmers. Offerings at the local tobacco warehouses on Wednesday reached nearly 200,000 pounds according to estimates, and in spite of the bitter cold weather and snow, farmers appeared in large numbers. The wheels covered to hubs with snow and mud, attested the hardships of travel in many cases.

Prices received were satisfactory. At Shockkoe warehouse a pile was sold for M. P. Stanley, of Hanover, at $27, the highest price of the day at the time. Will Hazel, proprietor of Shockoe, also reported several sales at prices ranging from $13 to $20.50. Two piles, each weighing more than 500 pounds, were sold there for M. T. Cobb, of Caroline, at $17.50 and $15, respectively.

—The American Cigar Co.'s sorting station in Sparta, Wis., has opened for the season's business, with a crew of 300 persons. Considerable leaf is being received.

HOW FLORIDA TOBACCO HAS BECOME A FACTOR.

Interesting History of the Plant's Struggle for Recognition in the State. Which Began When it was a Territory Inhabited by Hostile Indians. Shade-Grown Has Gained Prestige.

[Written for The Tobacco World.]

When Florida was a territory, Gadsden county was settled by people from the old Colonial States mostly from North Carolina and Virginia. These sturdy pioneers planted their homes in the midst of hostile tribes of Indians, because of the rich alluvial hummocks in this part of the territory, and on account of its healthful hills and fertile valleys, watered by immense bubbling springs and ever flowing brooks and rivers.

Among these settlers was one Smith, and to distinguish him from the numerous others of the perennial Smith family, he was called Virginia Smith. He conceived the idea of growing tobacco there, which soon demonstrated the fact that Gadsden county was naturally adapted to the production of a marvelously fine wrapper leaf.

Buyers were attracted from all over the world for what was then called the spotted Florida wrapper, and notable among these buyers were Mr. Bergman from Connecticut, and Mr. Vetterlein from Philadelphia, the latter the father of our "Prince of Brokers," Herman Vetterlein, of Philadelphia. So this leaf grew to be the standard of merit as the finest, thinest wrapper known to the cigar manufacturers of the world, as any of our good old time manufacturers will testify.

This condition continued until our war between the States, by which the planters were so impoverished that they were compelled to give up the growing of so delicate an article as wrapper tobacco and turn to the culture of cotton which then brought fabulous prices.

Tobacco culture languished until Carl Voghts' Sons, of New York, bought a few crops in 1887 from one or two persistent growers who had continued in the face of all difficulties to market their crops, under conditions more or less adverse. These crops resulted so satisfactorily to Messrs. Voght that they at once invested largely in real estate in Gadsden county.

Then Straiton & Storm, Schroeder & Bon, and A. Cohn & Co. also bought heavily in real estate. These firms grew large acreages of Havana seed tobacco and thereby induced the growing of large quantities of the same by the independent farmers, but this paid only in a nominal way until in 1896 D. A. Shaw, of the Florida Tobacco Co., erected the first shade over tobacco in the world which has revolutionized wrapper growing.

At first the idea was laughed at as being contrary to nature, but now Florida shade grown tobacco has passed the experimental stage and we see Florida again reaching out for the prestige indicated by the soil and climate in producing such fine tobacco as the old Florida spotted wrapper in "Ye good old times of long ago."

Sumatra seed, grown under shade in Florida 1903 and 1904 has established Florida shade grown tobacco as a factor in cigar manufacturing without a doubt.

WILL REMOVE MOULD FROM LEAF.

New England Inventor Offers Process to Remedy Annoying Fault.

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C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

THE TOBACCO WORLD

SMOKE VETTERLEIN BRO'S. SABOROSO PHILADELPHIA CIGARS BOSTON

MANETO CIGAR

GUMPERT BRO'S. Manufacturers — VIRTUE LIBERTY AND INDEPENDENCE — 114 N. 7th St. Philadelphia

HARTMAN & KOHN,

Makers of the FAMOUS BLUE FRONT 5c. Cigar

1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

PENT'S TAHOMA 5¢ CIGARS PENT BROTHERS PHILADELPHIA

E·E·KAHLER READING, PA. MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E·E·K· WYOMISSING 10¢

EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the Food You Eat — Vesper Cigar 5

(LORD LANCASTER, 10c.)

Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.

(NICKELBY, 5c.)

NAPOLEON 5¢

Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836–A.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors

Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F. H. POWELL'S — LA FLOR DE Oxus — CELEBRATED 5¢ — PHILADELPHIA CIGARS CAMDEN

INTENTIONAL SECOND EXPOSURE

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

GOOD SITUATION IN OWENSBORO.

Movement of Tobacco will be More Satisfactory to Auction Men.

Owensboro, Ky., Jan. 28.

A well known tobacco man in this city declared that tobacco will come in this year as it ought to, and in a way that will be perfectly satisfactory to auction house people. For some seasons now, conditions under which tobacco was marketed, have been not at all good. According to the man who predicts a beneneficial change there always have been considerable quantities of tobacco sold by contract and considerable quantities at auction. When good tobacco seasons came those who sold their tobacco by contract brought it to town as rapidly as possible. At the same time those who depend on auction sales rushed their crops to the market. The result that the buyers were crowded with the tobacco bought under contract and were too busy to take much interest in the auction sales. Under this state of affairs those who sold at auction did not get as good prices as they would have gotten had buyers been more at leisure.

This time, as usual, many farmers have sold their entire crops by the contract system. A great part of this has been delivered and the remainder is being brought in as rapidly as possible. Those who propose to sell their crops at auction and who do not belong to the American Society of Equity are beginning to market their holdings and the rush will be on in a short time. But the buyers are through with the heaviest part of their contract work and will be at leisure to devote their time to auction sales. Better prices will thus be realized on the same grade of tobacco than ever before.

BROUGHT TOBACCO IN STORM.

Big Offerings at Richmond Warehouses in Spite of Blizzard.

Richmond, Va., Jan. 27.

The great storm did not interfere greatly with the movements of the tobacco farmers. Offerings at the local tobacco warehouses on Wednesday reached nearly 200,000 pounds according to estimates, and in spite of the bitter cold weather and snow, farmers appeared in large numbers. The wheels covered to hubs with snow and mud, attested the hardships of travel in many cases.

Prices received were satisfactory. At Shockkoe warehouse a pile was sold for M. P. Stanley, of Hanover, at $27, the highest price of the day at the time. Will Hazel, proprietor of Shockoe, also reported several sales at prices ranging from $13 to $20.50. Two piles, each weighing more than 500 pounds, were sold there for M. T. Cobb, of Caroline, at $17.50 and $15, respectively.

—The American Cigar Co.'s sorting station in Sparta, Wis., has opened for the season's business, with a crew of 300 persons. Considerable leaf is being received.

HOW FLORIDA TOBACCO HAS BECOME A FACTOR.

Interesting History of the Plant's Struggle for Recognition in the State. Which Began When it was a Territory Inhabited by Hostile Indians. Shade-Grown Has Gained Prestige.

[Written for The Tobacco World.]

When Florida was a territory, Gadsden county was settled by people from the old Colonial States mostly from North Carolina and Virginia. These sturdy pioneers planted their homes in the midst of hostile tribes of Indians, because of the rich alluvial hummocks in this part of the territory, and on account of its healthful hills and fertile valleys, watered by immense bubbling springs and ever flowing brooks and rivers.

Among these settlers was one Smith, and to distinguish him from the numerous others of the perennial Smith family, he was called Virginia Smith. He conceived the idea of growing tobacco there, which soon demonstrated the fact that Gadsden county was naturally adapted to the production of a marvelously fine wrapper leaf.

Buyers were attracted from all over the world for what was then called the spotted Florida wrapper, and notable among these buyers were Mr. Bergman from Connecticut, and Mr. Vetterlein from Philadelphia, the latter the father of our "Prince of Brokers," Herman Vetterlein, of Philadelphia. So this leaf grew to be the standard of merit as the finest, thinest wrapper known to the cigar manufacturers of the world, as any of our good old time manufacturers will testify.

This condition continued until our war between the States, by which the planters were so impoverished that they were compelled to give up the growing of so delicate an article as wrapper tobacco and turn to the culture of cotton which then brought fabulous prices.

Tobacco culture languished until Carl Voghts' Sons, of New York, bought a few crops in 1887 from one or two persistent growers who had continued in the face of all difficulties to market their crops, under conditions more or less adverse. These crops resulted so satisfactorily to Messrs. Voght that they at once invested largely in real estate in Gadsden county.

Then Straiton & Storm, Schroeder & Bon, and A. Cohn & Co. also bought heavily in real estate. These firms grew large acreages of Havana seed tobacco and thereby induced the growing of large quantities of the same by the independent farmers, but this paid only in a nominal way until in 1896 D. A. Shaw, of the Florida Tobacco Co., erected the first shade over tobacco in the world which has revolutionized wrapper growing.

At first the idea was laughed at as being contrary to nature, but now Florida shade grown tobacco has passed the experimental stage and we see Florida again reaching out for the prestige indicated by the soil and climate in producing such fine tobacco as the old Florida spotted wrapper in "Ye good old times of long ago."

Sumatra seed, grown under shade in Florida 1903 and 1904 has established Florida shade grown tobacco as a factor in cigar manufacturing without a doubt.

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IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA AND SEED LEAF TOBACCO
SUMATRA
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN HAVANA TOBACCO
304 & 306 North 3rd St.
PHILADELPHIA

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HAVANA AND SUMATRA LEAF TOBACCO
SEVENTH ST.
PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana
Y&N
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

The Old Salesman's Musings.

HOW AN OLD FRIEND OF MINE STARTED ON THE ROAD.

I met an old time friend of mine the other day and we had a great chat on the dead past. And the dead past, by the way, is never so dead that its contemplation does not beat out the actual present.

"I tell you, we had a lot of fun in those days," is a common enough expression, and when we get down to it, I believe that ninety five per cent of whatever might be called pleasure in this life is gotten from our reminiscent and anticipatory moods. What we actually have, isn't valued.

For instance, I have a very vivid memory that when I was a kid sporting around among the dames, somehow the girl the other fellow had, always seemed more desirable than the one I was with. If I'd been with the second girl and seen mine with somebody else, it would have been the same way.

But the only thing this has to do with the present subject is its relation to the happy chat we had in a little German rathskellar over our, I daresay, commonplace lives. We hadn't a stenographer with us, and I'd need the whole paper, anyhow, to reproduce all that was said, but my friend made some remarks which I believe will be interesting to every reader of this column. He told me, first, how he came to go on the road, "and I can just state," he declared, "that my first experience came near being my last.

"I was only twenty years old, and thought I would make just about the cutest drummer that ever left a sample case while he went around the corner. I was clerking in a drug store, and in spite of the fact that we handled the goods of only one house, I was firmly confident that what I didn't know about all the different brands wasn't worth remembering.

"I saw a want ad. which conveyed the generous informatian that a salesman could earn big money selling cigars, 'liberal expense money allowed.' This seemed as if they had heard of me, so I sent in a bond, signed by my father and another business man, and also remitted $25 for the 'salesman's outfit.' I was permitted to pick my own route, and the first place I hit was fifty miles from home.

"I sold about $5 worth of cigars and sent in the order. I went on to another town and sold a pretty fair order. I went on again and in the next town I made a water haul. By this time I had spent about $20, and my sales had not footed up much more than that. At the end of the week I sent in my expense account, which was $42.50, and I itemized my sales, showing that I had some cash coming besides the expenses.

"Well, I got a letter from them that was a pippin. They told me they wouldn't pay my railroad fare nor my hotel expenses; that I might stay in my own city and sell the cigars, if I wanted to, but until the profits for the firm would far exceed my expense account, they would not consider anything else. They also reminded me that they had in no manner agreed to pay me unless I earned something; that most of the sales were worthless, and that I would get my commission when the buyers paid for the goods they bought.

"I got back home and broke the news as soon as I could and dug out my contract and went over it carefully with my father. We soon discovered that there was no way of holding the company for what I had spent. This so disgusted me with traveling that I went back to fizzing soda and selling pills, and stayed there until I had a bona fide offer from a square house, and that was the beginning of my real life on the road.

"I have found that to sell anything, a man must learn to size up his prospective customers. Without being a sucker, he must like what they like; talk about things that interest them; be friendly to everybody, and never try to get the best of a man, for if you do, he will find it out, and it wont be long until everybody knows about it.

"Once I sold a lot of 20,000 Havana fillers with rather a cheap wrapper. I was instructed to sell them around $22 per thousand, and when I found a man who was eager for them, I hit him for $35, and got it. One of the other salesmen also had a few thousand to sell at $22, and he let them go at that. The two buyers happened to be cousins, and when one visited the other, the stock was looked over, and the man who paid $35 said: 'Well, old man, I see you have some of Jimmie's specials. I got 20,000, and he let me have them for $35.'

"'Thirty-five dollars!' exclaimed the cousin, 'why, I bought them from his house for $22.'

"You can imagine the fireworks. The house offered and did make up the difference, and I lied like the devil to square myself, but I never did. I lost his trade, and it cured me forever from working a double deal. Sell your goods at the list price, and you wont have some kicker on your neck for soaking him for a quarter more on the million.

"Another thing. I always made it a point to be civil to the customers of my customers. It never hurt me to stop and chin awhile with them, and I always managed to say a good word for the man who was retailing to them. Every little kindness was likely to win a friend. The very fellow I might be talking to would sometime, perhaps, own a store, and would look me up sure thing."

THE OLD SALESMAN.

PHILA. TRAVELERS' PROTECTIVE ASSOCIATION IN NEW QUARTERS.

At a regular meeting of Post A, Travelers' Protective Association, held Saturday evening, January 21, it was decided to move from the present quarters, at 1214 Arch street, to more commodious ones at 1602 Arch street, and since Saturday, January 28, the association has invited all friends to pay a visit to that address.

Owing to the constant increase of membership, it was found necessary to have more room and more amusement for the many that use the rooms. In line with this, there is being installed a pool table, which will be a boon to many of the members. There will also be a reading room, supplied with papers and magazines, board room, ladies' room and meeting rooms.

Through the energy of the ways and means committee there will be a play given some time in March, and judging from the interest already taken by many of the members, it will no doubt be an assured success.

F. V. ESHLEMAN,
1600 Arch Street, Philadelphia,
MAKER OF
Archon
HAVANA CIGARS
A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

CAMPANELLA HAVANA CIGAR
Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia.
Hollard's

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

JOSEPH C. KOLB,
Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

THE REALM OF THE RETAILERS

TACT AND DIPLOMACY INCREASE SALES 300 PER CENT.

WHAT a difference in a man's sales a little diplomacy and tact make. The writer stood in a store for a half hour the other day and saw at least three dollars worth of sales that wouldn't have been made if the salesman had not been on to his job.

The $3 was all in small sales, one or two cigars at a time, and it was a fair exhibition of the value of the clerk's methods.

For an instance, one man came in, a stranger in the neighborhood, simply stopping in the first cigar store he came to after he felt a desire to have a cigar.

"Give me a good medium cigar about two for a quarter or three for a quarter," said he.

The man behind the counter in a very few seconds had four or five different boxes open in front of the customer, and had something direct and specific to say about each brand in a way which at once gave you the impression that he knew what he was talking about.

The customer fingered the boxes and casually mentioned a certain brand, ten cent straight, that he had once tried. In a second it was down, and the dealer showing its good points, regardless of the fact that the customer had apparently almost decided to take some at two for a quarter. He selected a couple from the ten cent box and tendered a dollar.

These will do," he said.

The dealer punched the cash register and then reached for another package.

"Here's a very pretty size in that brand," he said. "They sell two for a quarter and they're made with unusual care. They're one of the most satisfactory sellers I've got."

The customer looked them over and selected a couple. As they were being put into a bag with some matches, he was attracted by a card over the counter announcing a special price on a certain brand, and he examined one of the cigars of that brand in a near-by box.

The dealer at once explained why he was able to sell the cigars at that price, and told the truth about it. It struck the customer that he was at least sure of getting his money's worth, and he selected three or four of the cigars which were cheaper in price, and then decided that he would take enough to make up the dollar's worth.

There was eighty cents which the man had not the slightest intention of spending when he entered the store. A young fellow came in a little later and bought a ten cent box of cigarettes. A remark or two about cigarettes led to the mention of a new brand that is being widely advertised, the dealer exhibited a package, the young man became interested, other brands were exhibited and dilated upon, and as there is nothing so attractive to a cigarette smoker as a new, rich looking box, the young fellow was greatly interested and presently departed with forty-five cents worth of cigarettes, thirty-five cents of which he was counting on having with him when he left the shop.

So it went on, until the three mentioned in the first paragraph had been made up. Then the writer went out, but it is to be presumed that the dealer continued to reap the value of his wise methods. No matter whether the first customer ever came back to the store again, the dealer was ahead the few extra sales he made on him, and the same way with the man who bought the cigarettes.

If either of these customers were in a position to come back, because they were pleased with the way they had been treated, the dealer had gained a regular customer. A few, a very few only, of these every day would suffice to give him an ever growing business which would be particularly valuable owing to the fact that he could take it with him wherever he went and likewise count on building up a new one wherever he went by exercise of the same methods.

The dealer did nothing remarkable in any way, or nothing that any man of ordinary intelligence could not have done. His conversation was not highly brilliant nor crowded full of jokes or striking in any way. At the same time he was Johnny-on-the-spot, which a whole lot of those back of the counter are not. There are thousands of clerks in the business who would never sell a single cent's worth that wasn't asked for the whole year round. In fact, they don't see why they should. They wait on a man and give him what he wants, and that's all they are hired and paid for. Perhaps that's all some of them are paid for, but if they'd get a little busy with their think tank, there might soon be more doing in the pay envelope.

WOMEN BUY TOBACCO TO GET COUPONS.

ACCORDING to the following from a New York paper, the coupon system is responsible for quite a number of women customers who want the coupons as badly as they do trading stamps, the two now being interchangeable at a number of places. The article says that a young lawyer in a down town office building, who has more time to look out of the window than he wishes he had, noticed that several women were among the customers that patronized a cigar store across the street. Next time he went in for a cigar he spoke to the manager about it.

"Those women all come in to buy," said the manager. "Some of them purchase cigarettes, but whether they smoke them themselves or not I do not know. You see, we are in the line of a good many women on their way to and from the North River ferries. Perhaps they buy the cigarettes for friends. But we have women who come in here regularly for cigars and tobacco. The coupon business is responsible for that. Men let their wives buy their cigars and tobacco so as to give them the benefit of the coupons. More than one-half the articles we give for a stated number of coupons are for women's use. Uptown or downtown, it is no strange thing nowadays to see women going into cigar stores where coupons are given away."

• • •

A NUMBER of tobacco dealers state that the cigarette habit among boys is on the wane, and say there has been a big falling off in the sale of cigarettes during the last six months, due to a fad the boys now have of smoking pipes.

THIS CARD IS SELF-EXPLANATORY.

WILLIAM CATLIN, of New York, who until a few weeks ago conducted the store at 144 North Eighth street, Philadelphia, under the name of the Pennsylvania Cigar Stores Co., and who is now on the road for the Victor Thorsch Co., of Allentown, writes that he has just returned to New York from Providence, closing up a very satisfactory trip. Mr. Catlin will shortly leave for Maine, making a stop in Boston, where he will continue his energetic work on "Buster Brown." Mr. Catlin is using a novel card to introduce his goods (he seldom needs introduction himself), a reproduction of which is made above.

PHILADELPHIA AND NEW YORK RETAIL MARKETS VERY DIFFERENT.

THERE is a curious difference between the retail cigar market of Philadelphia and that of New York. Of course, it is common knowledge that the five cent cigar is a Philadelphia institution, but the queer part of it is that the average Philadelphia smoker is more critical and and particular about his nickel cigar than the New Yorker is when he throws a dime down on the counter.

A large number of the cigars sold in New York for ten cents are practically the same smoke that sells here for five. Some of them bear the same brand and are put up in the same package, although this is not the case where the brand is universally known, which is true in only a few instances.

A well known Philadelphia dealer was over in New York a few days ago and stopped in a store on Broadway. He called for a certain cigar which he, himself, had usually sold for ten cents straight, but which he had temporarily been able to sell in small lots at about nine cents. He laid down a dime to pay for it.

"Fifteen cents," said the dealer.

"Why, that's a ten cent cigar," protested the Philadelphia man.

"No, sir; we always get fifteen cents for it," was the answer.

This impelled the Quaker City dealer to look through the show case, and he found that in a large number of cases additional tariff was imposed. This, too, in the rank and file of the stores, the cigar stands in the Tenderloin in most cases getting even more money.

"That's the main reason why the United Cigar Stores Co.'s places in New York have done so well," said the Philadelphia retailer. "They pretty generally stick to one price, and a five cent cigar is always a five cent cigar. Of course, a dealer is supposed to sell according to his trade, and the New York people probably consider Philadelphia as a cut price market. At the same time, the Philadelphian is apt to get a few surprises when he is getting rid of his small change."

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MILLIONAIRE, BUT SMOKES A PIPE.

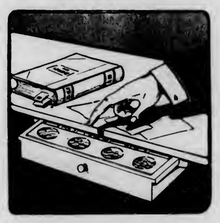
"I HAVE a customer who buys nothing but fine cigars, usually three for a half, but I have never seen him smoke them," remarked a Grand avenue, Milwaukee, dealer who runs a big store. "But," he continued, "he is always smoking a pipe. It was only a few days ago that I found out what he was doing with the fine cigars. He cuts them up and smokes them in the pipe, and he remarked that this method supplied him with the best smoke he could get.

"Many a smoker buys what his pocket book will stand. This man is president of the largest foundry concern in Milwaukee, and is worth half a million or more, yet he smokes a pipe continually. I have other customers who also smoke pipes, but who do so from necessity, rather than from liking."

TO GET ALL YOUR PROFITS USE A NATIONAL

Neither of these old systems gives an absolute check on your cash.

A NATIONAL DOES.



A National automatically records every sale and every penny received or paid out. All receipts must be on hand or accounted for. The little leaks that a National stops pay for the register.

National Cash Register Company
Dayton, Ohio

In writing please mention this paper

STERNBERG MANUFACTURING CO. SETTLED.

United Cigar Stores Co. May Open More Stores in Milwaukee.

Milwaukee, Wis., Jan. 28.

The Sternberg Manufacturing Company, which recently moved here from Davenport, Ia., is now located in its fine new building. E. A. Sternberg, secretary of the company, showed The Tobacco World correspondent over the large factory and said that while the floor space occupied just now was not more than double that of the Iowa plant, there were facilities for turning out triple the amount of work in the same amount of space. The company has been flooded with orders since starting, as the removal of the machinery, etc., and the engaging of expert workmen, put them far behind.

Mr. Sternberg said that they were so busy just now that they were actually not soliciting any new business, and were not even sending out the new catalogues, which have just been printed. It is the intention of the company as soon as they have caught up with their orders, to start the manufacture of heavier machines.

The rumor is again current that the United Cigar Stores Co., is negotiating for sites for at least two more stores. It is known that options are held on store rooms on the south side and on the west side, three blocks from the main business street. Very little has been said of late, however, as local dealers are apparently not anxious to join in the fight of the Chicago and San Francisco dealers against the chain stores. ANDERSON.

STILL GUNNING AFTER PLEDGES.

Burley Growers' Association Needs 10,000,000 Pounds More From Farmers.

Cincinnati, O., Jan. 27, 1905.

As the result of a meeting in Cincinnati of the Burley Tobacco Growers' Association, buyers have been sent out under whip and spur to solicit contracts for 10,000,000 pounds of tobacco still demanded by the New York capitalists who are expected to buy. This quantity will be sufficient to give them control of the crop.

The company is confident of contracting for all the tobacco needed in a few days. June W. Gayle said there was 1,000,000 pounds in Henry county unsold, which he believed he could get. Mr. Brown, of Owen, said there is yet 1,000,000 undisposed of in his county awaiting the company's final announcement. Like expressions were heard from other delegates.

It is a matter of great interest to the growers and tobacco dealers and manufacturers generally to know who are the New York capitalists ready to advance $8,000,000 or more necessary to pay for the product. Members of the Broad of Directors stated that the financial standing of the New York people operating with them, is perfectly satisfactory.

Mr. McIvor, representative of the New York capitalists said: "The syndicate back of me, which includes three trust companies, insurance companies, and directors of national banks, are simply using me as a blanket, as they don't want their names passed about. What the different financial institutions have subscribed, or are ready to put into this enterprise would amount to a mere bagatelle to each one, such is their strength. BUHRMAN.

BLACK THREADS
Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3⅓ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.

DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM, GEO. W. BREMER, JR. WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

IMPORTER OF
S. Weinberg, Sumatra and Havana,
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

ANOTHER ACTIVE WEEK IN THE HAVANA MARKET.

Remedios is Steadily Advancing and Vuelta Abajo Fillers are Quickly Disappearing.—Cuba is More Prosperous Than for Years.—Sales, Exports, Etc., for the Week.

[Special Correspondence of The Tobacco World.]

HAVANA, January 23, 1905.

Another active week can be chronicled in the Havana market, with prices steadily advancing for Remedios and heavy Vuelta Abajo fillers, which are rapidly disappearing from first hands. Truly it may be said while sugar is booming, tobacco seems to be following in its wake, therefore, the Island of Cuba is enjoying a period of unprecedented prosperity which it has not seen for a long number of years, and it is remarkable with what avidity the northern buyers have picked up all the good tobacco in sight, even overlooking small defects, as regards unclean packing, for instance.

While many of them left last week others have taken their places, so the chances are that by the end of February all of the 1904 crop will be in the hands of manufacturers, or dealers who carry stocks for their smaller customers. The only class of tobacco which has not been in such active demand consists of the so-called Vuelta Abajo factory vegas, but there is hardly any doubt that these will also be sold long before the new crop can make its appearance in the Havana market.

All the commission merchants have had their hands full attending to the wants of from two to four customers at the same time, thus hammering the iron while it was hot. Several dealers have sold out their holdings entirely, and others are carrying greatly diminished stocks. All that is published about the new crop is still mostly guess work, and the uncertainty continues.

Sales

last week amounted to 11,762 bales in all, or 5,218 bales of Vuelta Abajo 584 of Partido and 5,960 bales of Remedios. The United State buyers have secured 9,724 bales, European exporters only took 190, and local manufacturers 1,848 bales.

The exports of leaf tobacco from the port of Havana for the week ending January 21 amounted to 8,596 bales, of which over 6,500 bales were to United States ports.

Buyers Come and Go.

Arrivals:—Samuel Joseph, of the Sieber Manufacturing Co., and Francisco Fonceca, of F. A. Fonceca & Co., New York; Julius Fecht, Ottumwa, Ia.; Geo. Reichert, Milwaukee, Wis.; J. Spector, of Spector Bros., Chicago, Ill.; Felix Eckerson, of F. Eckerson & Co., and W. C. Crawford, of Dohan & Taitt, Philadelphia; W. L. Scott, of W. L. Scott & Co., Boston; V. R. Bickel, of C. C. Bickel & Co., Louisville.

Departures:—Lep Cohn, via Tama, for New York; J. M. Fortier, via Tampa, for Montreal; Manuel Suarez, E. A. Kline, Matt Berriman, for Tampa; W. C. Schutz and F. Opp, for St. Louis; Simon Batt, Charles Jacobs, J. Cohn, Jose A. Suarez and H. Spingarn, for New York; William H. Yocum, for Reading, Pa.

Havana Cigar Manufacturers

have not experienced the boom which the leaf dealers are enjoying, and while orders continue to come in, the volume of them is still moderate, but during the coming month a betterment is confidently looked for. The trust is said to be doing little, and so are the small independent factories, while the larger ones of the independents do not complain. Trade with the United States is a trifle slow yet, but London, Germany, France, South America and Australia are ordering good quantities. The last French steamer carried over 1,250,000 cigars, and the Mexico took 3,426,892.

H. Upmann & Co. are doing well on their H. Upmann brand, and say that business is O. K. with them. They shipped half a million cigars last week.

Cifuentes, Fernandez & Co. keep as busy as ever in their Partagas factory, and have no lack of orders.

Por Larranaga is forging ahead under the pushing and well directed management of Don Antonio J. Rivero, who spares neither time nor trouble to please his customers.

Behrens & Co., of the Sol factory, are likewise receiving a good share of the orders coming in from the United States, Great Britain and Germany. Fine cigars are bound to sell.

J. F. Rocha & Co., of the Crepusculo factory, are reporting excellent orders for London, Germany and South America, while for the United States Nene and Jefferson are called for in fair quantities.

El Rico Habano is busy filling orders for the United States and Canada, where the owners, Enrique Dorado & Co., have always a good market for their products.

La mas Fermosa is working fairly well for the American market.

Ramon Allones and Cruz Roja do not seem to know any dull period, as Rabell, Costa, Vales & Co. always appear to have steady orders from London, Germany and South America, and through their

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chacalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, & P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. Cable: ZALEZGON. Habana.

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street, HABANA, CUBA.
Cable: "JEDESA."
Branch House:—512 Simonton Street, Key West, Fla.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

S. Jorge — Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma., and La Guipuzcoana.

connection with the National Cuba Co. they do an ever increasing trade in the United States.

Don Jesus Vales, of La Eminencia cigarette fame, received some orders from the United States, notwithstanding the prohibitive duty on cigarettes. One thousand cigarettes cost here a trifle less than $2 while the duty is more than $11, a barbarous protection which benefits only the trust in the United States, as the latter has almost a monopoly in this article.

Buying, Selling and Other Notes of Interest.

J. Bernheim & Son sold 1,000 bales of Remedios second capaduras.

Lep Cohn was a heavy buyer in our market, securing about 4,000 bales of Remedios and Vuelta Abajo leaf, and he only bought the finest vegas and escojidas.

Manuel Mendez Parra turned over another 1,000 bales of his Remedios packing.

Otto and Gus Eisenlohr purchased 3,000 bales for their Cinco cigars during the past two weeks.

Sobrinos de A. Gonzalez shipped 1,839 bales of Yara tobacco in the Spanish steamer Alfonso XIII., consigned to the Spanish Regie at Santander, and they also disposed of 700 bales of Vuelta Abajo and Remedios to northern buyers and local manufacturers.

Matt Berriman bought some 400 bales more of Vuelta Abajo, thus making his total purchases 1,000 bales.

Rodriguez, Bautista & Co. closed out 900 bales of Vuelta Abajo and Remedios last week.

A. Blumenstiel was a buyer of over 1,000 bales of Vuelta Abajo and Remedios.

Grau, Planas & Co. turned over 700 bales of Remedios from their stocks.

Alfred Ettlinger also secured 1,000 bales of Vuelta Abajo and Remedios for his firm of H. Hoffman & Sons, and has now, with his son Victor, gone to the Vuelta Abajo to get an idea of the new crop.

Loeb-Nunez Havana Co. sold 600 bales of Remedios and Semi Vuelta to their customers.

Simon Batt purchased three vegas of Vuelta Abajo fillers from the lowland section of and near San Luis, which will sum up a trifle over 500 bales.

Gonzalez, Benitez & Co. disposed of 600 bales of Vuelta Abajo and Remedios.

Sol Hamburger is still here, and while his partners are closing out in New York his purchases, he keeps on laying in stock. His total purchases now amount to 1,800 bales. He knows he has to make hay while the sun is shining.

Aixala & Co. were sellers to the extent of 500 bales of Vuelta Abajo and Remedios.

Charles Jacobs secured his share by buying 500 bales of Vuelta Abajo for his Las Palmas factory.

Bruno Diaz & Co. made several transactions amounting to 450 bales of Vuelta Abajo and Partido leaf.

H. Spingarn was a heavy buyer of Vuelta Abajo and Remedios.

Antonio Suarez turned over 450 bales of Vuelta Abajo.

Manuel Suarez & Co. is the style of the new firm that succeeded Mendelsohn, Bornemann & Co., as per circular issued on the 17th inst. The change was only made, as Don Jose Mendelsohn explained to your correspondent, in order to please the many friends they have in this island, as for the Spanish and Cuban population the name of Mendelsohn, Bornemann & Co. is too long to be easily remembered. There is no change in the partnership or its relations to each other. They are very busy in buying for their customers on the spot, and are also executing orders by mail and cable for their United States customers.

G. Salomon y Hns. sold 414 bales of Vuelta Abajo and Remedios.

Sobrinos de V. Diaz disposed of 250 bales of Vuelta Abajo.

A. Pazos & Co. were busy in turning over 234 bales of Vuelta Abajo and Partido to various customers.

Rabell, Costa & Co. made several transactions amounting to 215 bales of Vuelta Abajo.

Suarez y Hns. closed out 150 bales of Vuelta Abajo and Remedios.

Jose Menendez sold 100 bales of Vuelta Abajo.

Manuel Garcia Pulido turned over 100 bales of Vuelta Abajo to a northern buyer.

Garcia & Co. have done a big business, but Don Manuel refuses to give particulars.

Among the commission merchants who have done a good business were:

Charles Blasco, 2,000 bales; H. Upmann & Co., 1,500; Leslie Plantin, 2,000; Bridiat, Mont'ros & Co., 1,000; Silveira & Co., 1,000; Mark A. Pollack, 500.

Receipts From the Country

	Week Ending Jan. 21. Bales	Since Jan. 1. Bales
Vuelta Abajo	457	2,810
Semi Vuelta	80	593
Partido	292	582
Matanzas	3	3
S. Clara & Remedios	1,616	2,426
Santiago de Cuba	——	205
Total	2,448	6,619

J. F. ROCHA & CO.
Manufacturers of the Celebrated Brands S. en C.
"Crepusculo," "Nene" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz — R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

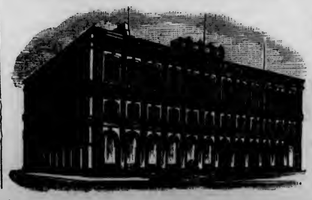
CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Grasvak

H. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK

E. A. SCHOENER. CABLE ADDRESS "TACHUELA"

H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN J. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HIRSCH."
Joseph Hirsch & Son
A. E. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK.

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, January 30, 1905.

THE WEEK'S MOVEMENT IN LEAF.

The severe storm this week forced business almost to a standstill as no shipping could be handled. All types of seed are selling freely as the manufacturers are short of stock, prices are high for desirable goods, Zimmer 1903 is changing hands at standard price 18c, Pennsylvania broad leaf is being picked up close and Gebhardts are coming to the front.

The entire interest just at present seems to centre on Havana. Firms that never handled Havana before have been large purchasers in Cuba, and prices are soaring to a high point.

Sumatra is selling in good quantities every day. There have been 300 bales reported this week. It is expected that from now on until the new crop arrives, the Sumatra business will slacken up.

• • •

A LIGHT ON THE NEW CREDIT SYSTEM.

There is a certain jobbing house in this city which makes a particular business of selling tobacco in small townships miles away from the railroads. During the period of financial trouble last year this firm did a credit business with a customer in one of these towns who bought bills to the amount of about $1,000.

On account of poor summer business the customer found he could not meet his notes, so he packed his carpet bag and came on to New York to explain the situation and make his peace with the jobber. When the errand was explained, the jobber quite used to the situation said he was very sorry to hear of the embarrassment and inquired about how much the man could pay in settlement. The customer said:

"Why — er — what are they paying now?"

• • •

JOTTINGS.

Roy Barrett is on the road again with the Ruy Lopez cigars.

Maurice Newberger, of Bremen, was presented with a little heiress this week; "heiress" is used not alone from a financial point of view, but because the young lady will doubless inherit the ever flowing geniality of her father.

Geo. F. Bryan, of Winnipeg, Manitoba, was a visitor to this market. He certainly felt at home during our storm.

Jim Burns, formerly of the Havana Commercial Co., is visiting his friends of former days on Water street.

John Schlange, of St. Louis, is a buyer, reported this week.

The bonded warehouse, of C. C. Hamilton & Co., had a narrow escape from destruction by fire this week. The adjoining building was destroyed but the warehouse was so excellently built that it is impossible to claim even smoke damage.

Dave Nussbaum, of Nussbaum & Bower, left for the West to interest his many customers in leaf and incidentally in fish stories from Greenwood lake.

A. Cohn, Sr., of A. Cohn & Co., sails on Saturday for Europe and later will arrive in Amsterdam for the inscription.

Lep. Cohn arrived from Havana where he purchased over 3,000 bales for A. Cohn & Co.

• • •

POINTS FOR MANUFACTURERS ON FLORIDA WRAPPER.

It occurs to the writer that at this time an article on the knowledge necessary to bring out the true commercial value of Florida wrapper may be of interest to our many manufacturing friends. There is no class harder to convince, once he has formed a prejudice in his mind, than the tobacco man.

This prejudice which exists against Florida wrapper arose some twelve years ago, when growers, not understanding the curing of same, induced the manufacturers to try the tobacco. Of course the leaf, not being properly sweated and raised on uncultivated soil, flaked and most of all burned badly. The manufacturer at once condemned same, and at that moment formed a prejudice that has taken the past twelve years to eradicate.

Does it ever occur to our manufacturer that his lack of knowledge of treating this kind of wrapper might have been the cause of his prejudice?

It not only takes knowledge on the part of the grower, but also on the part of the manufacturer to obtain the best results of Florida wrapper. The writer has followed the improvements made in Florida tobacco from year to year, and can safely say the prejudice is fast being overcome and the tobacco improving because of our growers understanding the culture more fully, and the manufacturer realizing that he has to know more about the intricacies of raw material to make a success than he did years ago.

Very often I have seen a bale of fine Florida wrapper left to the tender mercies of a $5 per week caser in a factory, who cased same as though it were Pennsylvania heads. Of course you cannot expect a "Yale graduate" for $5 per week, but the manufacturer if he knows tobacco should educate the caser so he will earn his salary, and not cost the manufacturer more than he pays him.

The Florida wrapper situation reminds me of the Sumatra tobacco when it was first imported into this country. No manufacturer wanted to use it, and preferred to stay in the rut, using Pennsylvania wrappers. Consequently, Sumatra had as rough a time as Florida ever had.

The manufacturer who lets well enough alone is bound to go back. He should investigate all raw material intelligently. The tobacco trade has always been too slow to adopt new reforms. The successful man of today must be ahead of the "band wagon" as the seats are all engaged before the wagon leaves Fifth avenue.

HEARINGS ON CURTIS BILL END LAST SATURDAY.

Sessions of Ways and Means Committee Brought to a Close by Secretary Taft, Who Addresses the Committee in Answer to the Strong Protests Made by the Tobacco People Last Saturday.

WASHINGTON, D. C., January 28.

The series of hearings before the Ways and Means Committee on the Curtis bill were brought to a conclusion today with the appearance of Secretary of War Taft as an ardent champion of the bill. The sugar people held the floor on Thursday. Secretary Taft was to have made his argument before the committee Friday, but was unable to be present. Col. C. R. Edwards, Chief of the Bureau of Insular Affairs of the War Department, appeared for him and submitted to the committee much detailed information bearing on the subject in the way of tables and statistics Many of these tables and statistics related to tobacco. He also submitted a number of cablegrams relative to tobacco.

Col. Edwards remarked to the committee that he was much impressed by the presentation of the case of the tobacco and sugar people. They seemed so thoroughly in earnest that they have aroused the whole country. Looking at the matter dispassionately, and from both sides, Col. Edwards thought there was no cause for apprehension, certainly not on the part of the sugar people.

Secretary Taft, speaking in favor of the bill this morning, expressed himself as of the opinion that there was no danger that either tobacco or sugar would ever swamp or figure in to any material extent the markets of this country. He said every step taken toward the reduction of the present tariff would prove to those interested, both the sugar growers and the tobacco industries, that they would not be injured by the steps.

The labor question was discussed at some length, and in this connection the Secretary stated that, in his opinion, our labor was not asked to compete with Chinese labor, as there was not all told at the present time in the islands more than 75,000 Chinese, and these were not engaged in agricultural labor.

Speaking more directly to the point of the stand taken by the tobacco growers, cigar manufacturers and others interested in the the tobacco industry, Secretary Taft stated that the tobacco grown for exportation was principally in Cagayan and Isabella provinces. About 75 per cent of the tobacco lands are owned and cultivated by natives. He regarded the fear of the cigarmakers of this country that the free entry of Philippine tobacco into the United States would be injurious to them to be unfounded, and thought, on the contrary, that they would profit by the introduction of it. But few cigars, he stated, were made in the islands as compared with the output in the United States, and in this connection it must be remembered that the demand in the islands for home consumption is something enormous, it being estimated that six seventhes of the Christian Filipinos smoke tobacco. The Secretary further stated in this connection that no Philippine cigars are now being imported into the United States.

One of the most interested speakers who appeared before the committee was A. Determan, of Manila, who presented a memorial on behalf of the Philippine tobacco growers and manufacturers, in which a strong appeal was made for the free entry of Philippine tobacco.

Speaking in response to a question as to existing wage conditions and their effect on the home trade, Mr. Determan stated that the subject of efficiency taken into consideration, the wages of cigarmakers in the islands are not low. This, it will be remembered, is in direct opposition to the testimony of Mr. Bijur and Mr. Perkins, who stated that they did quite as efficient work as those of the United States. Mr. Determan said that the Filipinos feel that they have a right to the free entry of tobacco and other products into the United States in view of the fact that by reason of conditions through which they have recently passed they have lost the Spanish or home market for their products.

Factory 1839.
Peachfinder
SOLD UNDER BONA FIDE GUARANTEE
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IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
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Growers of FLORIDA SUMATRA
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Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
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Correspondence solicited with large handlers. Write for Samples.

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F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
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COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUTLER,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
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Manufacturer of **FINE CIGARS**

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Integrity of Purpose and Earnest Endeavors, Coupled with Energy,
Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. ☞WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

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Next Week

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Fine Havana Hand-Made CIGARS
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Philadelphia Tobacco Trade.

Leaf Dealers' Jottings.

A petition made by Teller Bros., formerly a well known firm of leaf dealers on Third street, for the refunding of about $25,000 in customs duties paid to the Government under an act of Congress in 1883, was heard last week by General Appraiser Sharretts, of New York, in the United States Appraisers' Building, in Second street below Chestnut street. The petitioners were represented by J. Stuart Tompkins, of the law firm of Hatch, Keener & Clute, of New York. The Government was represented by C. D. Lawrence, assistant counsel of the Treasury.

The Tellers claim a rebate on 345 bales of Sumatra tobacco, which they imported in 1890 and 1891. The act provided that where the grade of tobacco was such as to require more than one hundred leaves to the pound, a duty of 35 cents a pound should be assessed. When less than one hundred leaves were required, a duty of 75 cents was charged. The petitioners say it was of the lesser quality, but the Government endeavored to prove that the goods were of the better class. Many witnesses were examined. The general appraiser reserved his decision.

Things are coming a little slow just now in the leaf market, although the blizzard is responsible for the crippling of business during this last week. Buyers are still looking for goods and prices are still high, but quite a few satisfactory deals were put through during the week in spite of the weather, although some of them had been hanging fire for some time. In a short time practically all the salesmen will be out and returns will then constitute a fair test of just what the status of this year's market is. There is a good demand for Havana and Pennsylvania broad leaf, and in one or two cases sales were made at quite satisfactory prices for the dealer.

Milton Herald, of the Loeb Nunez Havana Co., is in Havana looking after his firm's interests.

George Newman, who is West for Young & Newman, has had a run of highly gratifying sales.

A visitor among the leaf houses this week commented on the large number of fine looking cats which he saw in many of the places, and wanted an explanation. It is a fact that there are a lot of felines who make a comfortable home in the offices and warehouses, and don't have to do so much work catching rats that they aren't fat and sleepy looking. Perhaps as fine a pair as can be seen on the street are the two which drowse over the fireplace in Bremer Bros.' place.

S. Grabosky, of the Empire Leaf Tobacco Co., Ltd., has just returned from Havana, where he purchased some desirable lots of Remedios and Vueltas for the company.

With Manufacturers and Jobbers.

Second Anniversary of the United News Company.

Seasoned with wit and good fellowship, the second anniversary of the United News Co. was held at the Hotel Hanover on Thursday evening, the 26th, Frank S Brandt, the host, presiding.

The spirit that laughs at obstacles, that makes possible by superb organization the distribution of hundreds of thousands of newspapers, using thirty-eight wagons daily and eighty five on Sundays, was evident in the sturdy, steady. American go-aheadness of the men around the board.

E. B. Hoppe is the right hand man of Mr. Brandt in the paper and periodical department, and proudly boasts that during the last year the company increased the sale of New York papers 80 per cent, which at this early history of this distributing company is a remarkable report.

The United News Co. engaged in the jobbing of independent cigars and tobacco August 10, 1904. When they entered the arena it was at the darkest period of the independent movement.

But they knew no failure, and worked in calm serenity until they were able to cry victory. Today, less than six months from the date of this venture, a well trained force visits every retail store in this city and its environs, and is now distributing goods for the following well-known firms: R. A. Patterson Tobacco Co., Larus & Bro. Co., Weisert Bros., Lovell & Buffington, Joseph G. Dill, Theobald & Oppenheimer, Bach Cigar Co., Eureka Cigar Factory, J. H. Lucke & Co., Byfield Snuff Co., Wells Whitehead Tobacco Co., Aslan Bros.

The company has been phenomenally successful, and has adopted means quite unique for the protection and timulating of trade, among which are the establishing of independent jobbers all through their field of operation, which includes Pennsylvania east of Altoona, New Jersey south of Trenton, Delaware and Maryland, with branch houses at Pittsburg and Baltimore. This is done strictly to protect their trade.

A premium, based on the gross purchases of each customer equal to 5 per cent in retail value, is given each customer, on the condition that he pays bills weekly.

All goods are sold to dealers at strictly factory prices, as the firm will not sell any other kind, which is a guarantee to the dealer of fair dealing.

Frank M. Toppin is the popular and able manager of the tobacco and cigar end of the business, and is a gentleman of undoubted integrity and business ability.

Robbers attempted early Friday morning to crack the safe in the office of M. C. Fisher & Co., cigar manufacturers, 1244 N. Eleventh street. Their efforts were not successful, but they stole $400 worth of cigars and $3 in change from the coin boxes in the telephone pay stations in the store.

Entrance was gained by use of a false key, and former employes of the firm are suspected of being implicated. An attempt was made to rob the store shortly before the Christmas holidays, but the thieves became frightened and ran off without securing any plunder.

L. Podolnick, South street jobber, was on the sick list this week.

The affairs of D. Margulis, 930 South Ninth street, have been settled and the name restored, the jobber to pay 25 cents on the dollar. Mr. Margulis went into bankruptcy about three months ago with liabilities amounting to about $5,000.

The El Provedo Co. is launching a new nickel brand on this market called Flor de Apte which will be pushed hard. The cigar is described as a Key West 4¾ inch Puritano finos shape. Mr. Rosenberg of this company will return in about two weeks from an extended trip to Cuba and Florida.

Fred A. Fowler, who has been prominently identified with the trade for four teen years, recently assumed management of the F. V. Eshelman establishment at Sixteenth and Arch streets.

E. L. Nissley, Receiver for Doddy, Jourdan & Co., manufacturers at Fifth and Race streets who went into bankruptcy a few months ago, has issued notices of the bankrupt sale of the stock and fixtures pertaining to the factory, at Marietta, which will take place tomorrow at 1 o'clock. The articles to be sold include the usual paraphernalia of the factory and office and quite a quantity of tobacco and labels. A sale of cigar making machinery, business office fixtures, etc., will take place at Fifth and Race streets, Philadelphia, on Friday at 11 o'clock, during which a long list of articles will be put under the hammer.

The manufacturers are doing well these days and very few complaints are heard. Orders are coming in every day, and the majority of factories are doing quite as much as they want to or had made arrangements for. A number of new brands are in contemplation and will make their various appearances during the next several weeks. As is usual, the West and South seem to be the favorite stamping grounds for the local manufacturers, although some of them are doing a pretty fair New England business. Everyone expects to keep busy now right on through the spring.

Wrong Stamps on the "Orient."

Much comment was caused this week by the movements on Monday and Tuesday of the internal revenue agents of this district in investigating an alleged irregularity in the stamping of the "Orient" package, the cork tipped five cent cigarette manufactured by the Khedivial Co. of New York.

As a result of a special inquiry from Washington, Chief Agent Alexander sent his men out to examine the condition of the Orient package on this market, and on return of the findings Mr. Alexander made a confidential report to Collector McCoach yesterday afternoon, and it is up to the collector to decide whether it is advisable to make any confiscations or take action of any nature.

The complaint is said to have been to the effect that a number of the packages of ten cigarettes bore the 54 cent stamp instead of $1.08, under which class cigarettes of this grade come. The internal revenue law provides that all cigarettes selling at more than $2 per thousand shall bear the $1.08 stamp, only grades cheaper than $2 being allowed to carry the 54 cent stamps.

The Orient sells to the jobber for $3 70, less 2 per cent, and to the retailer for $3.80. A gratis was recently given with every 500 Orients, of four packages of $7 cigarettes. These prices put the brand distinctly in the $1.08 class.

In the absence of an explanation from the Khedivial Co., which has not yet been notified of any irregularity by the revenue department, it is considered probable that a mistake was made in the distribution of the stamps, and that a quantity of the two denominations became mixed and were not noticed before the boxes left the factory. It is by no means thought that the Khedivial Co. was cognizant of the change, and aside from all other considerations, and looking at the matter in the abstract, such an attempt to save money would be foolhardy in the extreme, inasmuch as it would be certain of very early detection.

It is not thought that many of the misstamped cigarettes reached this market, as a visit to several establishments which had received consignments lately showed the stamps to be all right.

The Orient is practically the pioneer of the 5 cent cork tipped cigarettes, as it was about the first brand in this form on the market to gain much sale or to last.

NEW FACTORY FOR YORK CITY CIGAR CO. STARTED.

Gilbert & Co., the contractors, have broken ground on North Penn street, near Garfield, York, Pa., for the erection of the York City Cigar Company's new factory. The building will be pushed to completion as rapidly as possible, and it is probable that the company will be able to occupy it by May 1.

—John C. Horning, A. Lewyn and William L. Ahrens have incorporated the Premier Cigar Co., of New York, with a capital of $30,000.

Match It, if you Can----You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
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Established 1864 Factory No. 20, 9th Dist., Pa.

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Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

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MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

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PHILADELPHIA, FEB. 1, 1905.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

THE HEARINGS ARE OVER: NOW WHAT?

The hearings which were conducted all last week in the Capitol at Washington in order to give the Ways and Means Committee of the Legislature a chance to consider every phase of the Curtis bill before definite action was taken, came to a close on Saturday with Secretary Taft's appearance before the body, and it now remains to be seen what good was accomplished.

Naturally everyone related to the tobacco trade is in a position to permit the assumption that he is biased or at least partial, but at the same time his position gives him the ability to prove his claims and statements.

The tobacco trade has some very strong arguments, and if every member of the Ways and Means Committee had been on hand with an earnest desire to learn a little, instead of something like an attitude of good-humored and kindly tolerance, the week would have wrought more good for the domestic cause than it did.

A man who dips however deeply into statistics relating to the growing, shipping and manufacturing of tobacco, does not necessarily become an expert on or in tobacco. Yet some of the distinguished committeemen did not hesitate to take issue with the speakers, on certain phases of the matter where any argument between a layman and a professional was likely to become ridiculous. The Hon. John Sharp Williams in particular, seemed to think it necessary to draw upon his vein of humorous sarcasm at intervals in order to help matters along, and in view of the fact that the men who appeared before the committee had traveled a considerable distance, left their businesses and work and given their time to the most earnest advocacy of their cause which they could command, some of the Congressman's remarks seemed rather petty interruptions.

The committee is bound to consider all the matter which was introduced before it; that being the case it is difficult to see how the 50 per cent. cut can be recommended.

A COMMENDABLE ACTION.

It is gratifying to note the various successive upward steps of the American employe as an individual and a man. Entirely aside from the question of unions and other strong organizations of employes which have by their united strength pushed their members up the ladder, there are now seen not infrequent instances where employing companies have demonstrated a human interest and consideration for their people which warms the cockles of a humanitarian's heart.

Such, for instance, was the action of the Queen City Tobacco Co., which recently issued accident insurance policies also carrying a death premium to all its salesmen. The United Cigar Stores Co. has also announced that it will undertake to issue policies for every one of its employes whose salary is less than $2,500 a year, paying the premium as long as the man is in their employ. The amount of the policy in this case will be the amount of the employe's salary for one year provided it is not less than $1,000, in which cases it will be that amount.

There are those who are inclined to sneer at such an offer and loudly declare that there is a string back of it somewhere. About the only string that seems findable lies in the fact that the companies may benefit from the fact that the offer will attract an unusually decent class of men to their employ. It certainly is likely to do that, and the companies deserve all the benefit arising therefrom.

If there were more of such "selfish" actions, there would be fewer anarchists, populists, socialists, Coxeyites and the like, who are are fond of regarding every man a tyrant who is in a position to hire a day's work done by somebody else.

THE ANTI-CIGARETTE league of Wisconsin apparently does not put any faith in half-way measures. According to a newspaper printed in that State, legislation to prohibit absolutely the manufacture and sale of cigarettes in Wisconsin, and to make it a misdemeanor for a boy under 16 years of age to use tobacco in any form, will be sought by the anti cigarette league this winter.

The league might just as well embody a clause making it a capital crime to be caught smoking a cigarette, as it should be quite as easy to secure legislation to that effect as to prohibit manufacturing the alluring and, if sensibly used, harm little rolls of tobacco.

THE following paragraph appeared in a Western paper:

The Unitarian minister at Topeka, Kan., was the victim of a dastardly attempt to maim or kill. Receiving a box by mail he opened it and found three cigars, each of which had an infernal machine concealed in the centre. One of them had been crushed, and this probably saved the minister from a horrible death. The postal authorities are endeavoring to locate the guilty party. Each of the cigars contained a 32 calibre loaded cartridge.

Needless alarm. This was probably only a new kind of brand which some manufacturer had adopted in these days of strenuous competition.

HERE AND THERE WITH LOCAL RETAILERS.

Retail Dealers' Association Elects Officers.

The regular monthly meeting of the Retail Cigar and Tobacco Dealers' Association was held last Thursday evening at 1305 Arch street, James F. Hasson occupying the chair and J. Harvey McHenry acting as secretary.

R. W. Boch, chairman of the Tobacco Show Company, made a long report on the show, stating that at this time the association still owes about $100, but that some of the subscribers or exhibitors had not as yet made settlement. Mr. Boch was confident that all would remit within a few days, when they could liquidate all the bills and render a final report, showing that the receipts would equal the expenses.

The committee on anti cutting made a report showing progress, but the committee on anti-coupons made a rather pessimistic report, and did not seem to think that much had been accomplished.

R. W. Boch read a communication from Sereno E. Payne, chairman of the Ways and Means Committee, stating that Wednesday, the 25th, was the day set apart by the tobacco and cigar trade to meet at Washington to protest against the Curtis bill. This matter was discussed at some length, and the opinions of some of the leading local cigar manufacturers and leaf dealers were quoted, among others, that of Charles Eisenlohr, who thought that the results of the sweeping reduction on Philippine leaf would be very damaging to the cigar industry.

M. S. Frisbie moved, and was supported by J. H. McHenry, to send a resolution of protest to Hon. Sereno E. Payne, and John T. Taylor was named as a committee to draft suitable resolutions.

Seventeen new members were received, and the treasurer's report read showed the association to be in a healthy condition.

These officers were elected: President, James I. Hasson; first vice president, B. F. Batten; second vice president, D. A. Schaible; secretary, J. S. Halfpenny; treasurer, B. N. Clapp; directors, J. Harvey McHenry and John T. Taylor.

C. C. Heisler, formerly with Fleck & Co., 220 Market street, now a jobber at No. 111, was very much under the weather for awhile, but is now at his office again.

The store at the northwest corner o Third and Chestnut streets, which was recently sold by Goldsmith & Co. to N. W. Young, a contractor of Atlantic City, was emptied of its stock last Wednesday by an auction sale. Mr. Young has made a noble effort to make the store pay but was compelled to give up. There was not a great amount of stock on hand, and it and the fixtures brought very low prices, out of all proportion to what was hoped. A large wall showcase which had been listed in the sale announcement as worth $1,800 brought $65, while another showcase yielded $55. There was very little bidding. It is considered very improbable that the corner will continue as a cigar corner, although it was once considered an excellent location.

The Bainbridge Shoe Store at the southwest corner of Second and Market streets announces that it will move to Fourth and Market, southwest corner, on the first of April, thus making room at Second and Market for the United Cigar Stores Co., which has thus far been silent as to its plans. It was said this week by a salesman who claimed to have gotten it very authoritatively, that the cigar store would occupy 30 feet depth at Second and Market, for which it will pay a rent of $130. The same man stated the United Co. had plans on foot for securing stores at both Fifth and Market and Seventh and Market streets, which if true, shows that the company has evidently decided to go after the business in this town by way of pushing a store in front of every consumer until he patronizes it and then perhaps withdrawing the non-paying stores from the lot. $130 seems a decidedly low figure for that location, and it is understood on good authority that the shoe people have been paying considerably more than that. Another rumor current during the week was that the United Co. expects to lease the whole building and sublet the part of it for which it has no use, playing up its own store largely on Second street rather than Market.

Charles B. Smith, local representative of the Seidenberg, Steifel Co., New York, was presented with a handsome new daughter a week or so ago.

Dr. Lowengrund, of Third and Market streets, was incapacited by an attack of grip for a few day, but is about again.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION THERE IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

The fierce weather knocked spots out of the retail market of the last week, and while there were one or two sunshiny days when the majority of stores did a pretty fair business, the week's sales toted up slim. Of course there is hardly any room for a legitmate kick against the weather, and complaining retailers must remember that everyone got the same dose. The package trade shows a disposition to improve, and it will be a great surprise to many, if February does not prove a very good month.

Robert Simpson, who a few months ago bought the Vanaman store at 28 South Fifth street, will shortly sell his store to Charles Mohr, jobber on Ridge avenue. Mr. Simpson, has been in very poor health lately and was laid up last week.

A. Schwartz, who runs a store at 246 Arch street, had the misfortune to lose his infant son Edward a few days ago. The child was only eight weeks old, and Mr. Schwartz has the sympathy of the trade in his bereavement.

James S. Halfpenny, who was the other night re elected secretary of the local Cigar and Tobacco Dealers' Association, has been laid up for some days, and was unable to attend the meeting of the Association last week.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Jan. 30, 1905.

Bremen—Eckmeyer & Co, 1 case tobacco; Julius Marqusee, 2 cases do.
Hamburg—American Tobacco Co, 869 bales leaf tobacco; 111 cases do.
Havana—Jas. E. Ward & Co., 5 cases cigars.
Liverpool—American Tobacco Co, 130 cases cigarette paper.
Vera Cruz—Jas. E. Ward & Co, 13 cases cigars; 46 bales tobacco.

SUMATRA TOBACCO.
Str. Rotterdam, arrived Jan. 26:
(135 bales; 1 case.)

G. Falk & Bro	67 bales
Otto Malchow & Co	21 bales
L. Schmid & Co	20 "
F. L. Pollock	16 "
H. Duys & Co	11 "
Pim, Forwood & Kellock	1 cases

HAVANA TOBACCO.
Str. Mexico, arrived Jan. 24:
(4,897 bales; 43 bbls.)

A. Cohn & Co	1,246 bales
Jas. E. Ward & Co	1,057 "
Hinsdale Smith & Co	544 "
F. Miranda & Co	475 "
J. Cohn & Co	390 "
A. Murphy & Co	266 "
Leonard Friedman & Co	163 "
S. Ruppin	130 "
G. V. Watson	113 "
J. Bernheim & Son	91 "
A. T. Rice	63 "
E. A. Kraussman	50 "
Louis Ash & Co	50 "
Herz Bros	50 "
Granda & Co	41 "
J. Holzman & Co	40 "
American Cigar Co	40 "
G. Salomon & Bros	25 "
M. D. T. Co	25 "
Carl Vogt's Sons	22 "
S. L. Goldberg	21 "
H. Neuberger	15 "
G. Falk & Bro	10 "
Order	10 "
E. Rosenwald & Bro	9 "
E. Pascual & Co	6 "
E. Kleiner & Co	5 "
E. Regensburg & Sons	30 bbls.
Andres Diaz & Co	13 "

Str. Monterey, arrived Jan. 28:
(903 bales; 35 bbls.; 5 cases.)

J. Bernheim & Son	350 bales
E. Hoffman & Son	252 "
Sieber Cigar Mfg. Co	155 "
L. Friedman & Co	68 "
Hamburger Bros. & Co	28 "
G. Falk & Bro	20 "
D. H. Delmonte	15 "
Carl Upmann	15 "
Jas. E. Ward & Co	25 bbls.
J. Bernheim & Son	10 "
Jas. E. Ward & Co.	5 cases

HAVANA CIGARS
Str. Mexico, arrived Jan. 24:
(632 cases.)

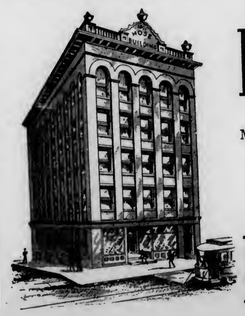
Jas. E. Ward & Co	384 cases
Havana Tobacco Co	156 "
Park & Tilford	33 "
G. S. Nicholas	23 "
National Cuba Co	9 "
Wm. H. Stiner & Sons	8 "
Calixto Lopez & Co	7 "
C. H. Weyman & Co	6 "
Acker, Merrall & Condit Co	4 "
Macy & Jenkins	1 case
Garcia Pando & Co	1 "

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.



Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

WALTER S. BARE,

Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,

Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.

PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,

Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of **Leaf Tobacco**
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO

PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,

Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,

Packer, Dealer,
and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER

Leaf Tobaccos
Main Office:
Lancaster, Pa.
Warehouses: Lancaster and Red Lion, Pa.
We make **Scrap** Filler **Ready for Use.**

The Ideal Nickel Cigar

Handsome and Pleasing

Quo Vadis Diplomaticos

Our "Quo Vadis" is undisputably the best five-cent cigar—uniformly reliable quality and absolute purity are its distinctive features.

Its delightfully blended Havana aroma just suits the smoker and he enjoys the cigar from beginning to end.

It is made strictly by hand, by expert cigarmakers—only such can produce this beautiful, modern, full size **Diplomatico** shape.

Though it costs more to make and requires more material than others, its combination of fine quality, carefully selected and well cured tobaccos couldn't be improved upon — every cigar is a fragrant and delicious smoke.

If you're not already selling "Quo Vadis Diplomaticos" you ought to do so by all means—you'll find it both pleasant and profitable.

Correspondence solicited from responsible dealers and jobbing houses.

Price $35.00 per 1000, attractively packed in boxes of 50.
Posters and catchy signs furnished liberally.
Send us a trial order to-day.

Alfred Eyer & Co., Cigar Mfrs., Allentown, Pa.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

OLD TOBACCO INSPECTOR PASSES AWAY.

W. B. Loughridge, twelve years a tobacco inspector, died last week at his home in Louisville, Ky., aged 76 years. His death was hastened by a recent fall down stairs in which he sustained a broken arm. Mr. Loughridge had lived in Louisville since young manhood, and had constantly been engaged in the tobacco business, entering it as a member of the firm of John W. Brown Bros. Co. Later he accepted a position with the Louisville Tobacco Warehouse Co., and after severing his connection with the latter firm Mr. Loughridge was appointed tobacco inspector, and filled the position faithfully and with ability for twelve years, until age compelled his retirement.

INCORPORATIONS, ETC.

The Lord Royal Cigar Co, of New York, has been incorporated by C Ladrers, J R Burns and George Douglas, with a capital of $10,000.

T J Dunn & Co, of New York, a company to deal in tobacco, has been incorporated by B F Corell, M S Guiterman and Frank McCoy, with a capital of $1,000.

The Charles P Stanley Cigar Co, of St Louis, has been incorporated by Charles P Stanley, Ralph L Stanley, Walter F Riley and Leo Heyman, with $100,000 capital.

Wm Bartscher, Franziska Bartscher, H W Bartscher and Reinhart Reiss have incorporated the William Bartscher Cigar Co, with $6,000 capital, to manufacture and deal in cigars, tobacco, etc.

The PROGRESS
Short Filler
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

Manufactured by

N. H. BORGFELD,

Nos. 341 and 343 East Fifty-Ninth Street,

NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

LIBERMAN'S
Latest Suction Machine

Adopted
by the
Leading
Manufacturers.

Palm Rolling
Essential
to
Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

LIBERMAN MANUFACTURING CO.

Manufacturers of

Cigar Machinery
and Tools

240-42 North Third Street,

PHILADELPHIA, PA., U. S. A.

Factories: 25 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

..CIGARS..

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,
LANCASTER, PA.

Manufacturers of

High Grade

Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

BRANDS:—*The* **Bear,** *The* **Cub, Essie,** and **Matthew Carey.**

La Adelphia Cigar Factory

THOMAS A. WAGNER, Proprietor,

Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent ***CIGARS***

Samples and Prices Sent to Responsible People.

TRADE IN NEW YORK.

What Leaf Dealers Have to Say of Present Conditions.

New York, Feb. 1.

"There's a good demand for binders, but we have only the new crop with which to supply that demand, and my brother, N. I. Bijur, is on his way back from Wisconsin, where we have six warehouses which we will have to close down next week for want of material unless we get another tobacco damp within a day or two," said A. Bijur yesterday afternoon.

"The Havana tobacco market here is inclined to be lively, but in Havana city the market is livelier than it has been in a year.

"Deliveries of broad leaf in the broad leaf sections of Connecticut are very slow, and tobacco wont begin to come in in any considerable quantities for about three weeks. The season is six weeks late. Business generally is good if only there was tobacco enough to supply the demand.

"New low grades of Wisconsin are being bought up rapidly and freely. The market is short of stock in every branch, and that condition bids fair to continue throughout the whole year. The volume of business is big, and there will be no necessity for carrying over new crops into the next year."

Continuing, Mr. Bijur added reflectively:

"So far as the tobacco and cigar business is concerned, the opinion of Secretary Taft is of exceptionally little value, if only for the one reason that he isn't even a smoker and knows absolutely nothing of tobacco."

Another recognized authority said:

"Business generally is good but the stocks of all grades and brands of tobacco are getting rapidly depleted and this is especially the case with good old filler tobacco.

"There is quite a demand for 1901 and 1902 Wisconsin Havana seed B's owing to the fact that the crop of 1903 hardly contained its quota of tobacco of this character and good cheap fillers are scarce.

"Several large transactions have occurred in Sumatra and the stocks now in the hands of importers are pretty well played out."

Towards the end of February will commence the exodus from New York of American buyers to attend the first inscription at Amersterdam. There will be sales to the highest secret bidders on March 10 and March 17, and rumor says that Benno Newberger, manager of E. Rosenwald & Co., will sail for Amsterdam on Feb. 21 on the Crown Prince Wilhelm.

Among the latest arrivals in the New York market is D. M. Schoenfeld, of Jonas Schoenfeld & Co., of San Francisco.

The Brooklyn Division of the Retail Cigar and Tobacco Dealers' Association met last Thursday and reelected its officers without any change.

The chief topic of conversation amongst the retailers is the rumored intention to break away from the trust of a large, prosperous and extensive firm, whose sales cover many States but the name is kept quiet for awhile for excellent reasons.

BURLEY GROWERS COMPANY GETS MORE TOBACCO.

A dispatch from Harrison county, Ky., states that growers in that section are jubilant over the great gains made by the Burley Tobacco Growers' Co. Although this county had already contracted 500 acres or 5,000,000 pounds and was the banner county, nevertheless, 1,250,000 pounds were secured in one day recently.

Clarence Lebus, a speculator, who has 1,000,000 pounds, joined the Burley company, and 25,000 pounds besides his was contracted. This is a long step toward the additional 10,000,000 pounds required by the Eastern capitalists who contracted to loan the growers company $10,000,000

Reports reach here that nearly 1,000,000 pounds have been contracted for in Pendleton and Nicholas counties.

MARTIN SLABACH,

DENVER, PA.

Manufacturer of
High-Grade Union Made **CIGARS**

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

THE TASTE TELLS

QUATILITY

5¢ CIGAR

Yes! it is Different

THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.; THE UNITED NEWS CO. PHILA. Gen'l. Distrib's.

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for
Choice Escojidas of

Remedios, Santa Clara
and Manicaragua,
Vuelta Abajo and Partido Factory Vegas
of Various Sized Lots

LOEB-NUNEZ HAVANA CO.

Packers of

Havana Tobacco

CONSULADO 142 and 144,
Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER

Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS.
MANUFACTURERS OF
LA CUBANA CIGAR FACTORY
No 463
High Grade Cigars.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION MADE
5¢ 5¢

MANUFACTURED BY A.B. CLIME TERREHILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
· · · VAMPIRE · · ·

THE FLORODORA TAG CO.'S NEW CATALOGUE.

The Florodora Tag Co. has issued its new catalogue for 1905, which it sends by mail to any address for ten cents, ten tobacco tags, or twenty cigar bands.

The book is a handsome demonstration of the printer's and lithographer's art and is profusely illustrated with half tone representations of the great number of varied articles which may be obtained by coupons, tags, etc. Some of these pages are taken up by beautiful color pictures of a variety of rugs and carpets included in the premiums. The catalogue also advertises the Cremo pretty freely, by aid of attractive pictures.

The offers made are subject to discontinuance before Nov. 30, 1905, if any law should be passed forbidding the redemption of tags.

SLOT MACHINE NEWS.

In Gilroy, Cal., it has been decided that cigar machines and other slot contrivances that pay in merchandise are hereafter to be rated the same as the money-paying slot machines, and will be obliged to pay the same license of $10 a quarter. This ruling was made by the Council.

O. B. Ross, of Spencer, Ia., has invented a machine calculated to simplify the retail trade in cigars. It is no game of chance machine, but strictly an affair of business. By dropping a nickel in a slot and working a lever a cigar is delivered. There are no blanks, but every time a nickel is deposited a cigar is forthcoming. And while it never cheats, neither can it be cheated. There is no possibility of getting more than one cigar for one nickel. Mr. Ross has applied for a patent.

Incorporations, Changes, Etc.

The Beck Cigar Co., of Canton, O., has been incorporated by E. M. Beck, Sada B. Waters, and Laura H. Waters, with a capital of $10,000.

J. Harry Smith, of Lebanon, Pa., has purchased the cigar store of H. C. Baney, at Eighth and Cumberland streets, in that city.

The large retail cigar and tobacco store of R. B. Cowles, at Elwood, Ind., has been purchased by Abe Wilson and Thomas Lewis, who have already taken charge.

Sam H. Brunswick opened a wholesale cigar store in Pittsfield, Ill., today and will carry on an extensive business.

NEW TOBACCO COMPANY IS FORMED IN NEW ORLEANS.

What argues well for the increased activity in the tobacco business of New Orleans is manifest in the formation of a new tobacco enterprise which has just been organized under the firm style of the Valloft & Dreux Company, Ltd. Both gentlemen whose names figure in connection with the new enterprise are among the best known men in the South, where Mr. Valloft, as the former president of the Southern Tobacco Company, was known from one end of the Southern territory to the other and where Mr. Dreux, as vice president and traveling representative of the same company, is equally well known and popular with the trade at large.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

NEW CO-PARTNERSHIP.

NEW YORK, Jan. 18.

I beg to announce to the trade that I have this day formed a co-partnership with my brother, MAX L. KAUFMANN, under the style of A. L. & M. L. KAUFMANN, for the purpose of manufacturing the highest grade of Seed and Havana cigars.

Having attended solely to the manufacturing interests of the firm of A. L. & A. G. KAUFMANN, with my brother Max L. Kaufmann as office manager, and both of us having now withdrawn from the latter firm, I will be prepared within a short period of time to have the new firm fill any orders that may be entrusted to our care

I shall be pleased to give any information regarding the above, and solicit correspondence with reference thereto, in care of my temporary address, the Waldorf-Astoria Segar Co., Fifth avenue and Thirty-fourth street, New York.

Respectfully yours,

ALEXANDER L. KAUFMANN.

1-25h

FOR RENT

Cigar Factory Building, Complete,
in good section of
First District of Pennsylvania

Capacity of **25 hands**, and 35 hands available. Terms moderate. Address,

FACTORY,
Care of **Box 112,**
The Tobacco World, Phila.

1-25ca

WANTED—An experienced cigar salesman for Philadelphia and near by trade; only those who have an established trade need apply. Address Box 111, care of The Tobacco World, Phila. 2-1c

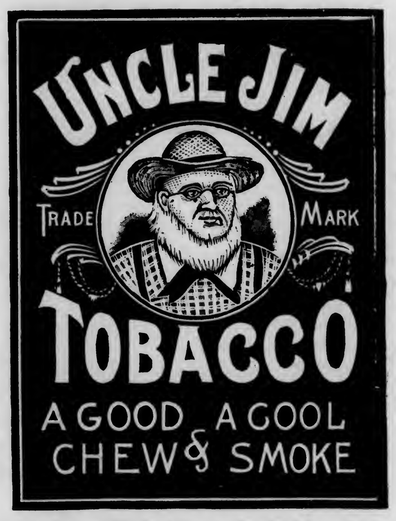
OUR TWO BIG SELLERS
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

RESERVED FOR
GEORGE W. PARR
Littlestown, Pa.
MANUFACTURER
of The
FERNSIDE 5-CENT CIGAR
The Brand that was Awarded a Medal at the World's Fair in St. Louis in 1904.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

Good to Keep Good Cigars Good

Your Jobber will give you a Certificate covering small quantities, and when you accumulate Certificates showing purchases of 6,000 CREMO EXPORT Cigars, you will be entitled to one of these handsome Humidors free. :: ::

Size, 30 in. long, 22 in. wide, 25 in. high. Weight, 60 lbs.

THE above illustration is an exact representation of the Humidor in which **Cremo Export** Cigars are packed and shipped by the manufacturer. This Humidor holds 6,000 **Cremo Export** Cigars in boxes containing 100 cigars each. It is metal lined, metal covered, with strong brass lock, and heavy brass drop handles and brass trimmings, with moistener pad in top of lid, ventilator in each end, and attractively decorated in imitation cedar wood.

Each humidor is shipped in a wood case to protect it from being scratched or damaged in transit.

The purpose of the Humidor is to protect the cigars from the deteriorating effects of changes in temperature, and to preserve them in the same good order and condition in which they leave the factory. This it does perfectly for any length of time in any climate on the globe, until the last box is used.

Cremo Export Cigars are made only in Londres, which means a straight cigar, being practically the same size from end to end. This shape is more generally smoked than any other, the world over, which fact is a pretty convincing proof that it is the most popular as well as the most desirable shape in which cigars can be made.

If you serve your customer with a **Cremo Export** Cigar out of a Humidor, you give him the best five-cent cigar in the world in the best condition to please him and hold his patronage; if he is pleased with one he will be pleased with every one.

Send your jobber an order for 6,000 **Cremo Export** Cigars, and he will have them shipped to you direct from the factory in the Humidor, freight paid, and billed as 5,500, at $35.00 per thousand.

The CREMO CIGAR is by several times THE LARGEST SELLER IN THE WORLD.

ASK YOURSELF WHY?

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

SNOW KILLS TRADE IN BOSTON.

Blizzard Knocks Spots Out of Business in This Section.

Boston, Mass., Jan. 30.

Owing to the heavy fall of snow and the disagreeable condition of the streets for the week past the retailers had a hard time of it; in fact several retailers, old timers in the cigar store line, informed me that it was the poorest week of business for this period of the year they had ever experienced.

Many are congratulating themselves that the month of January, 1905, is about over and are now looking for the heralded "good times." Many traveling salesmen have made their appearance here during the past two weeks and the orders they gathered in were not up to their expectations.

E. Bendheim with the Metropolitan Tobacco Co, New York, is stopping at the Lexington Hotel with an extensive line of pipe samples.

Wm. Catlin, representing V. Thorsch Co., has been here introducing his firm's new five cent cigar called Buster Brown.

On account of John Drew playing here this week at the Park Theatre many window displays of the John Drew cigar are in evidence.

Geo. Brewer, with Johnson & Co., of 111 State street, was one of the lucky ones in the Boston Post Proverb contest winning one of the $50 prizes.

John Manigan, with the U. S. Tobacco Co., spent the week here doing missionary work on Idle Hour sliced plug and Central Union.

Baker Bros. Smokers retailing for five cents seem to have caught on with the trade.

William the Fourth clear Havana cigars, of which Rosenthal Bros. here are the distributors, are being well placed by them, and the duplicate orders coming in, evidence the fact that there is no better brand in this market in high grade cigars.

The firm of Justus & Gould, 99 Portland street, has been dissolved by mutual consent. Geo. W. Justus continues business at the old stand under the name of the Boston Pipe Co.

Postals have been received from Robt. M. Gans, of Max Gans & Son, leaf dealers of New York, announcing that he expects to be here on or about February 1.

H. Steindler, of Steindler Bros., New York, spent a few days here this week calling on the larger cigar manufacturers.

A. Greenberg, Commercial street retailer has been confined to his home with a heavy cold the past week.

Owing to the death of his wife Lee Hammond, 43 Boyleston street, kept his store closed two days this week.

C. Ruppin, of Lancaster, Pa., had a representative call on the Boston jobbers last week.

Turkish Delights, both plain tip and cork tip, have made their initial appearance here, and it is hoped that in time these goods will outsell anything else in this line; with the valuable aid of Victor Sheppard in introducing same to the trade, the combination will be hard to beat.

Leroy Little Cigars continue to be good sellers here, and the new Leroy Cubana has made a hit with the smokers of this class of cigars.

The manager of the Broken T. D. department of Robbins & Roitman has engaged passage on the Bostonia and is about to visit Scotland to negoiate with the manufacturers abroad regarding the importation of T. D.'s in leather cases which will be the means of saving many dollars for his firm.

BEN ALI.

PITTSBURG PLANTS UNSANITARY.

Several Cigar Factories Under Ban of Board of Health.

Pittsburg, Pa., Jan. 28.

Proprietors of some of the cigar and toby factories of this city are considerably up in the air over the result of the Bureau of Health's investigation of conditions in the factories with regard to sanitation. The investigation is now completed downtown and as a result it is intimated that dozens of buildings used as factories will be condemned and the factory owners will not be permitted to operate until alterations ordered have been made. Many of the buildings, more particularly those of the Seventh, Eighth, Eleventh and Thirteenth wards, will have to be torn down, as no amount of refitting would make them sanitary.

The inspectors are ready to go right on with the examination of factories in the East End and expect to find things in the same unsatisfactory condition,

J. M. MITTLEMAN

Dealer in

Leaf Tobacco

No. 1619 South Street

PHILADELPHIA

Goods Sold in Any Quantity.

Open Evenings Until Nine o'clock.

THE AROMA THOUSANDS PRAISE.

Havana Box Aroma

$12 per Gallon.

ITS EQUAL UNKNOWN TO SCIENCE

Cincinnati Fruit Refining Company, Cincinnati, O.

C. S. COOPER,

Manufacturer of

Fine and Domestic Cigars

WEST EARL, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 — **Marietta, Pa.** — Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar

☞Distributors Wanted Everywhere.☜

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

THE CHICAGO BUDGET.

What the Trade Has Been Doing During the Week.

Chicago, Jan. 28, 1905.

January trade conditions at this point appear to be pretty satisfactory. Several wholesale houses report a good increase over one year ago; leaf houses speak well of their outlook, and report new Conecticut tobaccos as moving in a very satisfactory way, and while with retailers trade is not overly brisk, it holds its own as well as can be expected at this particular time of year.

The Philippine tariff question absorbs no small amount of attention among the leaders in tobacco circles here, who are keenly alive to every movement that aims to make for better or worse conditions in the tobacco industry.

I. M. Lederer, the well-known representative of M. Stachelberg & Co., has gone to New York on a business trip.

William Sellers, one of the oldest and best known salesmen of the Steele-Wedeles Co., is enjoying a few days visit among friends at Chicago headquarters. Mr. Sellers lives at Cliffton, Ill., and enjoys most extensive acquaintance throughout that entire vicinity.

President H. P. Steele, of the Steele-Wedeles Co., is planning a pleasant trip to Baden Baden and vicinity, early in March.

Manuel Lopez, of New York, has returned from his western trip to the Coast, and spent a brief spell greeting Chicago friends on his return east.

Leo Abraham, one of Milwaukee's popular cigar retailers, lately stopped off a short time on his return from French Lick Springs.

D. F. Whitbeck, representing V. Mancebo, Muina & Co., New York, lately circulated among the Chicago trade, and no doubt carried away with him some good-sized orders.

Ben Lesser, who tours the country in the interests of Simon Batt & Co, New York, was noted in trade circles during the week. Although struggling with a severe cold, Mr. Lesser showed no tendency to relax his efforts in placing good-sized orders for the La Verdad cigar, and in his usual optimistic way, expressed his satisfaction with business conditions throughout the cities where his duties called him.

Albert C. Becker's new store, adjoining the Home Insurance Building on La Salle street, is undergoing changes which, when completed, will place it among the best-equipped down-town stores. Mr. Becker has kept his stand in the Home Insurance Building for over fifteen years, and will continue same as of old, now giving his personal supervision to both places.

M. S. Greenbaum, of Calerc & Co., appears to be doing good work for his house locally, in spreading the popularity of the Rio Visto cigar.

Col. Ricksecker, of the Ricksecker Cigar Co., of Kansas City, Mo., is enjoying a few days visit with Chicago friends in the trade.

R. G. Fisher, a prominent cigar dealer of Minneapolis, passed through during the week, on his way to Canada, to which place he goes to visit his father, who is ill.

George D. Bow, of the Nall-Williams Tobacco Company, Louisville, Ky., called briefly on the trade while passing through last week.

J. W. Merriam, of John W. Merriam & Co, New York, whose presence among smokers makes one think of such favorite brands as the Henry Irving, "made at the sign of the Bulldog," recently gladdened the trade by a few days visit.

G. J. Brown, the popular young man who looks after cigar interests at the Steele-Wedeles Co., left yesterday for a two weeks sojourn at Old Point Comfort, Va.

W. F. Monroe, the well-known retailer and jobber of the Tribune Building, left last Thursday, with his family, for an extended trip to Florida.

George Diaz, prominently known in the trade as the popular representative of Bustillo Bros. & Diaz, has been doing business among the distributors during the week.

Oscar Banghart, of Heymann Bros. & Lowenstein, was among the trade several days recently.

Leopold Powell & Co., of New York, have opened an office at No. 36 Dearborn street. Gus Reddick will be their local representative.

A number of other well-known traveling representatives of prominent firms have come and gone during the week, among whom were noticed: A. T. Kinney, of A. Kuhles & Stock Co., St. Paul; G. J. Johnson, of G. J. Johnson Cigar Co., Grand Rapids, and C. R. Martin, of Oregon, Wis., a prominent cigar dealer of that place; also Howard Kinney and Charles Waxelbaum, representing prominent New York leaf houses.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

Choice of the Market 10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
LEAF TOBACCO
Shade-Grown SUMATRA, in Bales
We make SCRAP Filler, Ready for Use.
Phones { York, No. 180. Bell, No. 1878. 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

SALE OF BRANDS CONFIRMED.

On application of Edwin B. Williamson, counsel for Wm. H. Butler, former president of the Universal and Commonwealth Tobacco Companies, an order was granted in Chancery, in Rochester, N. Y., confirming the sale of the cigarette and tobacco brands owned by the last named corporation. There were nine brands disposed of and they were purchased by Daniel T. McNamara for $2,035.

F. Y. STAMBAUGH LOSES LABEL.

The Cigarmakers' Union has withdrawn its label from the cigar factory of F. Y. Stambaugh, at Hanover, Pa., for alleged violation of the rules of the union. This renders the factory idle until a settlement of the case.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Never has there been a time in my remembrance when the tobacco crop was bought up so closely as at present. In this neighborhood there are but three or four lots left. In fact there are but few lots in town, not 25 per cent, and that 25 per cent does not represent at most over 10 per cent of the whole crop; for the largest lots were the first to be bought. Most of the lots lett are those that range, from 2 and 5 acres. Once in a while one of 10 acres is to be found. This last week I heard of no less than 17 men around looking for tobacco, and when so many are looking a large amount is usually bought up. But in this instance the lots to be sold were few and far between, so that the real business done was not large.

The assorting shops were so full that it is difficult to make them take in their buyings. Some lots have been weighed off and left in the buildings of the sellers. I have heard of two or three where the tobacco has been weighed and a new insurance placed upon it in the growers' buildings. It has been no uncommon sight to see from 5 to 12 large loads, with at least 100 bundles to a load, pass in one day, and this has been going on for quite a number of days. The tobacco was being drawn to the local warehouses of Hatfield, Whately, Hadley and Sunderland.

Our correspondents write:

Bradstreet, Mass.: "F. F. Cooley recently sold his tobacco to Myers & Mendlesohn at 16c in bundle, about four acres. Harry Marsh has placed a contract with A. L. Strong of Hatfield for a tobacco barn to be 75x30 feet."

Feeding Hills, Mass.: "The sales of tobacco were lively all of last week. But few lots remain in growers' hands, and these mostly from difference in the price asked and offered. Most of that sold is to be delivered within the next two weeks. The prices ranged from 11 to 16c in the bundle. Some of it is to go to New York, but most it to Enfield, Ct."

East Whately, Mass.: "Quinn Brothers have sold 10 acres to a New York party for 13c in bundle. W. T. Smith sold 10 acres of tobacco to Keefe of Westfield, Mass., at 13½c in bundle."

North Hatfield, Mass.: "E. C. Dickinson has sold his crop of 12 tons of tobacco to Fairchild of Sunderland, Mass., for 20c in bundle on private terms. C. B. Dickinson commenced assorting his crop of about ten tons, Jan. 23."

Conway, Mass.: "Not much tobacco is moving here now. What was bought four weeks ago has not been delivered yet. One small lot that was bought Friday was delivered Saturday for 14c in bundle. In Hatfield one of the Boyles sold 36 cases from his lot."—American Cultivator.

EDGERTON, WIS.

Between the movements of old and new leaf the local tobacco markets are assuming a good deal of activity and the packing points present a liveliness resembling old times. Riding is being resumed in many of the growing districts, though the inquiry is directed towards the old stock more than new leaf and the deliveries show about an equal division between the two. The new crop is being bought but sparingly and at prices shaded from early sales.

McIntosh Bros. purchased a 73cs lot of '03 of Holverson & Bitters, as well as about 150cs of old from growers during the week.

The deliveries continue to be ample to keep the warehouses in operation, running full force and the packing is going forward satisfactorily.

Shipments were 500cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 24 hhds.; offerings on the breaks, 8 hhds.; sales, 9 hhds.

The excessively cold weather, (the mercury falling the morning of the 25th to 4° below zero) restricted business, and holders also look for higher prices and are not disposed to offer freely.

There is nothing doing in the loose tobacco market. The "Planters' Association" continues to add to its holdings by crops being signed to it, and have contracted with many factories to prize the crop, which may not come upon the market for months to come.

For Old Tobacco, we quote:

Low Lugs	$3.50 to $3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.75 to 5.50
Common Leaf	5.75 to 6.75
Medium Leaf	7.00 to 8.00

PATENTS RELATING to TOBACCO, Etc.

44,029 Cigars, cheroots and stogies, Wisconsin Cigar Co., Madison, Wis. The word-symbol "Permit." Used since Dec. 6, 1904.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
Successor to J. Neff
MANUFACTURER OF
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"Stage Favorite," a 5-cent Leader, known for Superiority of Quality

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader:
WEALTH PRODUCER. Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

USED TWENTY YEARS WITHOUT A FAULT.
Havana Flavor
Purely Vegetable. $12 per Gallon.
DO NOT EXPERIMENT WITH OTHERS.
Cincinnati Fruit Refining Co., Cincinnati, O.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

THE LEAF TOBACCO BUSINESS FIFTY YEARS AGO.

When one looks back on the great changes that have taken place in the leaf tobacco trade during the past fifty years, it is no wonder that the present generation looks on it as a great development. But the writer recalls that there is not one concern existing today which was conspicuous in the 50s, especially in New York City.

There may be a few of the older members of the trade alive yet who can recall the days of P. D. Collins & Son, William Agnen & Son, R H. Arkenburg, Ridder & Crawford, Hoffman & Schubarth, Fatman & Co. and a few smaller houses, who did the business of the entire country. The crops of Kentucky and a few Western States were distributed to the manufacturers in the East, such as John Anderson & Co., P. Lorillard, Christian Lillienthal, Thomas Hoyt & Co., John Cornish (succeeded by David McAlpin), through the so-called jobbers, as were also the crops of seed leaf, grown and packed in Connecticut, Massachusetts, New York State, Ohio, Pennsylvania and Wisconsin.

Let me remark here, that up to about 1863 there were few if any concerns who packed any tobacco direct from the grower, as most of the different crops in the States mentioned were handled and packed by a few large local buyers, whose goods were known in the market by their brands. This was more especially so in the case of the then considered finer grades of wrappers, grown and packed in Connecticut and Massachusetts by such men as I. W. Porter, Oswin Welles & Co., Henry P. Kent and other smaller firms, who, when ready to sell about August or September, came to New York with the grading of their packing, and without sampling would find ready buyers for their goods at about 15c, 18c to 20c through.

In those days the buyer knew from experience, learned from his manufacturing customer, about what he might expect for his money.

No one ever thought of sampling his goods before the cold weather, when the tobacco would be thoroughly sweated and in condition to go into the cigar. In those days a manufacturer would consider himself fortunate to get, say, fifteen to twenty thousand cigars from a case of best wrappers, weighing 400 pounds net. They packed tobacco heavy, especially in Connecticut, as the demand was for very dark colors, and at that time resweating was not known. Hence they resorted to hard pressure, which would of necessity produce more or less tender tobacco. This accounted for the few, in comparison to the requirements of the manufacturer of today, cigars produced per case.

However, most of the old people of the day of which I write, with a very few exceptions, left their families in very comfortable circumstances from the fruits of their labors.

It is not to be supposed that they made all their cigars from seed leaf. Quite the contrary. We had in those days several kinds of Spanish tobacco, Havana, Yara, Cuba, Cienfuegos, wnich, with the nominal duty of about two to three cents per pound, were sold as follows: Havana, 20c to 30c (with wrappers in the vegas); Yara, one cut, at 12c to 15c; two cut, at 20c to 25c; Cuba, at 10c to 15c; Cienfuegos, 15c to 18c, all duty paid.

These goods were shipped here on sailing vessels carrying sugar to such firms as Moses Taylor & Co. and Peter V. King & Co. On arrival they were placed in the hands of the two leading brokers, L. Rader and Jacob S. Gans, who sampled the goods on the dock and offered them to the jobbers, who on buying same took the goods directly to their stores.

On many occasions the goods would be resold at a fair profit before removal—in fact, resold two or three times before distributed to the manufacturers.

In the days of which I write there were all kinds of cigar factories working from five to one hundred hands, but a great many more "fives" than "hundreds." I can hardly recall more than two or three shops which worked over fifty men, and they were considered very large concerns.

The men received $4 to $5 for seed work and $7 to $8 for Spanish filler. A very few clear Havanas were made, for the reason, I presume, that one could buy a really good imported cigar for 3c retail.

I will not go into our manufacturers' troubles at this time, but you may rest assured that they had their grievances in the 50s, with the exception that they were generally free from strikes. Also, when the boys (cigarmakers) became tired of one location they took up their boards and walked out, while others would walk in. Up to the time of the war of 1861 the trade grew prosperous. Of course, that misunderstanding produced great changes, some of which I will relate in my next. OLD TIMER.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SOLID OR DURABLE
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

Special Designs
H. S. SOUDER
Engraving Embossing
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address. "Boales," U. S. A.
Van Arnold's No 5 Tobacco Cipher.
Hopkinsville, Ky.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively
JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.
Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
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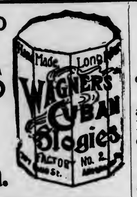

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Union Cigar Factory
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C. A. Rost & Co.
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All Grades of
Leaf Tobacco
A Specialty of
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Sumatra and Havana
Red Lion, Pa.

M. H. Clark & Bro. Cable Address, "CLARK."
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HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Business Changes, Fires, Etc.

Indiana

Huntingdon—Chas H Lewis, cigars, etc; suit to foreclose chattel mtge

Indianapolis—S D Pierson, wholesale and retail cigars and tobacco; inc as Pierson Cigar Co——Sorhage & Craig, cigar manufacturers; chattel mtge, $500

Kentucky

Louisville—Truman & Co, leaf tobacco, damaged by fire; insured, $2,000

Maine

Lewiston—Jos Bergeron, cigars, tobacco, etc; chattel mtge, $200——Chas Labranche, cigars, etc; chtl mtge, $800

Massachusetts

Boston—Justus & Gould, wholesale and retail cigars; advertise dissolution—Oreste Groppi, cigars and tobacco; chtl mtge, $400

Holyoke—Holton & Ingraham, cigars; chattel mtge, $1,000

Michigan

Detroit—R J Cooney, cigars and tobacco; chattel mtge, $100——W E Klinnick & Co, cigars, tobacco, etc; sold out

Minnesota

Minneapolis—Manley & Hume Co, cigar manufacturers; changed name to Hume Bros Cigar Mfg Co

Missouri

St Louis—Chas P Stanley Cigar Co, filed articles of incorporation; capital stock, $100,000

New York

Lyons—E F Linsin, tobacco and cigars; assigned

New York City—Crown Tobacco Co, (not inc); compromised——Goldsmith & Glenn, wholesale and retail cigars; sold out——H H Heert & Co., cigar manufacturers, dissolved; H H Heert continues under same style——A L & A G Kaufman, cigar manufacturers, dissolved; business continued by A G Kaufman & Co

Troy—R T Black, cigars; petition in bankruptcy

Ohio

Bowling Green—C E Miller, cigars, etc; real estate mtge, $100

Cleveland—W J Baker, cigars, etc; chattel mtge, $334

Newark—Fred G Speer, cigars, etc; canceled R E mtge, $466

West Alexandria—F E Vance, cigars, etc; succeeded by Vance & Halderman

Pennsylvania

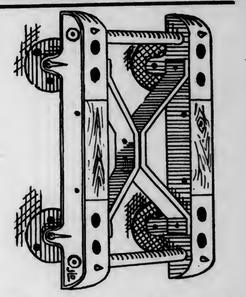
Ephrata—J D Kline, cigar manufacturer; judgment, $1,500

Kutztown—Solon Wanner, cigars and tobacco; succeeded by Angstadt & Smith

Rochester—W F Workman, wholesale and retail cigars and tobacco, satisfied R E mtge, $15,000; gave R E mtge, $10,000

Washington

Barrington—R Brenchley, cigars, etc; R E mtge, $6,658



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Specially Cleaned and Carefully Graded.
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Ten Cent Cigar

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Fine Cigars Exclusively

JOSEPH REED—10c.

Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.

Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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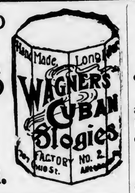

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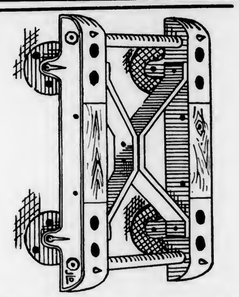

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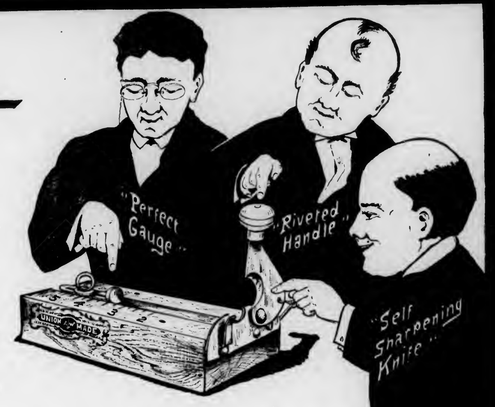

¶ We're ready to talk BIG and FAST about NATIONAL CIGAR TOOLS—if you're in a PROVING mood.

¶ We'll send you anything that we make "on suspicion"—if it isn't better than YOUR kind—back to the glimmering rails.

¶ You can't find a better Cutter than the NATIONAL, because it never gets dull of edge, weak in the spring, and loose in the handle.

¶ You can buy Cigar Boards almost anywhere, but not as good as the NATIONAL. Hard as steel, rigid as rock, smooth as glass, and STAYS that way.

¶ There are all kinds of Knives and Blades—the good and the fairly good, the bad and awful bad—but you don't take chances when you order NATIONAL.

¶ The most astonishing part is the PRICE and our open-faced method of marketing.

¶ You can afford to find out about this if you have any interest in producing good cigars.

¶ The way to be SURE is to return this coupon and get our Special Proposition.

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Give me personal particulars and send your complete catalogue.
NAME.....
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State what tobacco you are a dealer, cigar mfr., or user.

NATIONAL SELLING CO.
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Maybe not today or tomorrow, but some day soon

You'll need them quick!
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LONG FILLER STOGIES
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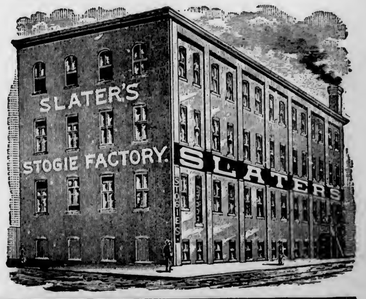
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



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PHILADELPHIA and NEW YORK, FEBRUARY 8, 1905.

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Manufacturers,
615 Market St., Philada.
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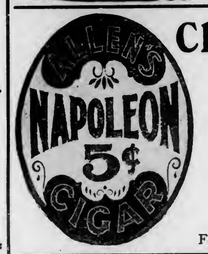

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One of Roedel's Best
THAT IS SAYING A GOOD DEAL
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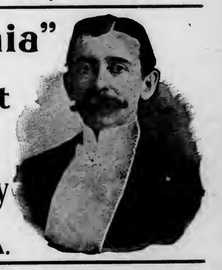

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PENT BROTHERS PHILADELPHIA

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
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MANUFACTURER
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MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E·E·K·
WYOMISSING 10¢

F.H. POWELL'S LA FLOR DE Oxus CIGARS CELEBRATED 5¢ PHILADELPHIA CAMDEN

THE TOBACCO WORLD

CUBA IS VERY PROSPEROUS.

Des Moines Tobacco Man Tells Why Island Has Splendid Prospects.

Des Moines, Ia., Feb. 3.

W. C. Schultz, vice-president of the F. R. Rice Mercantile Cigar Co., who has just returned from a several weeks trip to Cuba, where he was buying Havana for his house, says that he believes the Island has much brighter prospects than ever before, as all the industries are in a very flourishing condtion.

Mr. Schultz has been a periodical visitor to Havana for fifteen years, and declares that he never before received such a favorable impression.. He said:

"The city of Havana is undoubtedly now one of the cleanest cities in the world, and we have very few cities in this country that will compare with it in that respect. The beautiful small parks and squares are finely kept and greatly improved. Havana can also boast of one of the finest driving places of any city, which is being built along the seashore by the government. He also found through the country that the roads are fine and well kept, and can easily compare in keeping and cleanliness with many of the best streets in our cities. Everybody seems to be happy and contented, and they show this in their faces. The country is peaceful and their crops are large and abundant and the prices good. The sugar crop is especially large and will amount to about 1,300,000 tons. The price is about 15 per cent higher than it was three years ago.

"The tobacco crop was not as large as formerly, owing to the increased planting of sugar, and for that reason the prices on fine grades of Havana are very high. There is a great deal of shade grown tobacco, but there are very few in Cuba who seem to like it. It generally has a peculiar and bitter taste, entirely foreign to the famous and renowned aromatic tobacco. Cubans claim that tobacco cannot be grown under cover and retain its fine qualities and aromatic smoke when treated like the famous American Beauty roses are raised in the United States.

"Some of the largest manufacturing concerns on the island are working nothing but shade grown tobacco for the fancy sizes. From a financial point of view they cannot be blamed for doing so, as the wrapper for a fancy size on 1,000 cigars of the open-air grown tobacco cost about $40, while the cost of the shade-grown tobacco will only be $7 to $8 per 1,000. The consumers are the losers by this, as they do not get the genuine fine aroma of Havana tobacco of older times. Money is very plentiful on account of the large crops they are having, and, of course, that is creating a good deal of happiness on the island."

—The Robards Tobacco Co., of Henderson, Ky., will probably remove to Mayfield, in a short time, the president of the company, Ed. T. Robards, having been offered one of the best plants in the State by parties in the latter city.

SECRETARY TAFT'S LETTER TO CHAIRMAN PAYNE.

The Former Philippine Governor Urges the Ways and Means Committee to Report Favorably on the Curtis Bill and Not Countenance a 50 Per Cent Compromise.

Washington, D. C., Feb. 2.

Following is the text of the letter which Secretary of War Taft has sent to Chairman Payne, of the House Committee on Ways and Means, summarizing the reasons why he believes that the Curtis bill should be enacted. The Secretary says:

"Whatever ultimately will be done with the Philippine Islands, they are necessarily for the next generation to be a part of the United States, and the people of the United States are trustees in holding the Philippine Islands for the benefit of the people of those islands, and are under a sacred obligation to treat the people of the islands as their wards.

"Under the Spanish regime the Spanish Government maintained a monopoly in the manufacture and sale of tobacco, and took all of its supply from Cuba and the Philippine Islands. Since that time, as I am informed, the Spanish Government has purchased its tobacco where it could get it cheapest, and the Philippine markets have not necessarily been given the benefit of the Spanish patronage. The change of sovereignty, therefore, has taken away from the tobacco growers and manufacturers of the Philippine Islands, and the sugar growers of those islands, the monopoly of the valuable market of Spain. The United States is under an obligation to make this deficiency good. In addition to this there has been imposed a heavier tax on tobacco and sugar in Japan and Australia, which has much reduced the opportunities for profitable sale of both products.

"The Congress of the United States has enacted a law by which after the first of July, 1906, all merchandise from the Philippine Islands carried to the United States directly or indirectly must come in American bottoms. Unless Congress by its law shall make the markets in the United States peculiarly profitable, and shall take down all tariff obstruction to the passage of merchandise from the Philippines to the United States, this law is a most unjust law. It cannot be assumed that Congress in treating the Philippine Islands for purposes of the patronage of American ships as part of the United States, and thus imposing a burden on the commerce of the Philippine Islands, will now deny the corresponding and necessary benefit of free commercial relations.

"Congress has, for the benefit of the farmers, laborers and cordage manufacturers of this country, repealed the export tax imposed by the laws of the Philippine Islands on Manila hemp exported directly from the islands to the United States, and has thus reduced the revenues of the islands, which otherwise would have been raised there during the enforcement of this Act, $1,051,000 at the end of the fiscal year 1904. It should be said that in order to make up the deficit caused by this appropriation of the revenues of the islands for the benefit of American labor and farm and business interests, a provision was made by which all duties collected on imports from the Philippine Islands and paid into the Treasury of the United States should be turned over to the Treasury of the Philippine Islands, but this was insufficient to meet the drain on the revenues of the Philippines, so that the net loss sustained by the insular revenues on account of the repeal of the export tax on hemp during the three years was $329,000 at the end of the last fiscal year. Except for the fact that Congress regarded the Philippine Islands as part of the United States, and felt justified, because of other benefits which it proposed to extend to those islands in aiding particular classes of its own citizens in this country, such legislation would be unjust and improper. We are not pressing at this time a bill which shall permit all the products of the Philippine Islands to enter without the payment of any duty whatever. If we were to admit into the United States all products of the Philippine Islands free of duty the reciprocal obligation on the part of the islands to admit merchandise from the United States free of duty would probably arise, and merchandise from the United States could not be admitted free under the Treaty of Paris without extending the same privilege to merchants from Spain until the year 1909, a condition which would too seriously impair the customs revenue of the islands.

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C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
—THE TOBACCO WORLD—

SMOKE VETTERLEIN BROS' SABOROSO PHILADELPHIA CIGARS BOSTON

EISENLOHR'S Cinco Philadelphia CIGARS

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

Vesper Cigar — As Clean as the Food You Eat

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

NAPOLEON 5¢ CIGAR
Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

PENT'S TAHOMA 5¢ CIGARS PENT BROTHERS PHILADELPHIA

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

E·E·KAHLER
READING, PA.
MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E·E·K· WYOMISSING 10¢

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F.H. POWELL'S LA FLOR DE Oxus CELEBRATED 5¢ CIGARS PHILADELPHIA CAMDEN

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

CUBA IS VERY PROSPEROUS.

Des Moines Tobacco Man Tells Why Island Has Splendid Prospects.

Des Moines, Ia., Feb. 3.

W. C. Schultz, vice-president of the F. R. Rice Mercantile Cigar Co., who has just returned from a several weeks trip to Cuba, where he was buying Havana for his house, says that he believes the Island has much brighter prospects than ever before, as all the industries are in a very flourishing condtion.

Mr. Schultz has been a periodical visitor to Havana for fifteen years, and declares that he never before received such a favorable impression.. He said:

"The city of Havana is undoubtedly now one of the cleanest cities in the world, and we have very few cities in this country that will compare with it in that respect. The beautiful small parks and squares are finely kept and greatly improved. Havana can also boast of one of the finest driving places of any city, which is being built along the seashore by the government. He also found through the country that the roads are fine and well kept, and can easily compare in keeping and cleanliness with many of the best streets in our cities. Everybody seems to be happy and contented, and they show this in their faces. The country is peaceful and their crops are large and abundant and the prices good. The sugar crop is especially large and will amount to about 1,300,000 tons. The price is about 15 per cent higher than it was three years ago.

"The tobacco crop was not as large as formerly, owing to the increased planting of sugar, and for that reason the prices on fine grades of Havana are very high. There is a great deal of shade grown tobacco, but there are very few in Cuba who seem to like it. It generally has a peculiar and bitter taste, entirely foreign to the famous and renowned aromatic tobacco. Cubans claim that tobacco cannot be grown under cover and retain its fine qualities and aromatic smoke when treated like the famous American Beauty roses are raised in the United States.

"Some of the largest manufacturing concerns on the island are working nothing but shade grown tobacco for the fancy sizes. From a financial point of view they cannot be blamed for doing so, as the wrapper for a fancy size on 1,000 cigars of the open-air grown tobacco cost about $40, while the cost of the shade-grown tobacco will only be $7 to $8 per 1,000. The consumers are the losers by this, as they do not get the genuine fine aroma of Havana tobacco of older times. Money is very plentiful on account of the large crops they are having, and, of course, that is creating a good deal of happiness on the island."

—The Robards Tobacco Co., of Henderson, Ky., will probably remove to Mayfield, in a short time, the president of the company, Ed. T. Robards, having been offered one of the best plants in the State by parties in the latter city.

SECRETARY TAFT'S LETTER TO CHAIRMAN PAYNE.

The Former Philippine Governor Urges the Ways and Means Committee to Report Favorably on the Curtis Bill and Not Countenance a 50 Per Cent Compromise.

Washington, D. C., Feb. 2.

Following is the text of the letter which Secretary of War Taft has sent to Chairman Payne, of the House Committee on Ways and Means, summarizing the reasons why he believes that the Curtis bill should be enacted. The Secretary says:

"Whatever ultimately will be done with the Philippine Islands, they are necessarily for the next generation to be a part of the United States, and the people of the United States are trustees in holding the Philippine Islands for the benefit of the people of those islands, and are under a sacred obligation to treat the people of the islands as their wards.

"Under the Spanish regime the Spanish Government maintained a monopoly in the manufacture and sale of tobacco, and took all of its supply from Cuba and the Philippine Islands. Since that time, as I am informed, the Spanish Government has purchased its tobacco where it could get it cheapest, and the Philippine markets have not necessarily been given the benefit of the Spanish patronage. The change of sovereignty, therefore, has taken away from the tobacco growers and manufacturers of the Philippine Islands, and the sugar growers of those islands, the monopoly of the valuable market of Spain. The United States is under an obligation to make this deficiency good. In addition to this there has been imposed a heavier tax on tobacco and sugar in Japan and Australia, which has much reduced the opportunities for profitable sale of both products.

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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1805
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS A. LOEB
K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
301 & 303 NORTH 3D ST.
PHILADELPHIA

BENJ. LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH & BRO.
IMPORTED HABANA AND SUMATRA
LEAF TOBACCO
ELEVENTH ST.
PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana Y&N
21ST N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

THE TASTE TELLS QUATILITY 5¢ CIGAR Yes! it is Different
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA. THE UNITED NEWS CO. PHILA. Genl. Distrib's.

The Old Salesman's Musings.

THREE SCORE AND TEN MORE THAN MOST MEN NEED.

Let me inform you, boys, that the way things go now-a-days, the customary three score and ten are about all the years that an ordinary man needs to have coming to him in this world. Unless your stock in trade is exceptional, you're an unburied corpse long before you've checked up on that span.

The young man is the cheese today, and he stays the cheese just precisely as long as he stays young. A man can plug along soaking up just as much experience and ability as he can crowd into the passing time, and when he gets by the fifty line, a whole lot of employers are likely to begin to look askance at him.

You can be as old as you like, if you're an employer and able to continue one, but if you're just a plain hired man, who have made a present of your lifetime for enough of the emerald paper to keep the family dinner bell in its job, you'll lose an inch of your position for every wrinkle. Perhaps the argument is that the man who is worth anything ought to be an employer by the time he is fifty. It isn't every employer, however, that make the biggest piece of money in his establishment.

This is not passed out as a new subject. "The Old Man, and How he Got it Where Tecumseh Wore the Elk's Teeth," is one of the heart dramas that we have ever with us. I just happened to witness a couple of instances within a week, though, that brought it forcibly to my mind.

I was in an office on Chestnut street, Philadelphia, one day, talking to a friend when the door opened and a rather imposing looking old man entered. I recognized him as having been a cigar manufacturer some fifteen or twenty years ago, and at one time he was considered in prosperous circumstances. I hadn't seen the man for years. He didn't know me, and stood bowing.

"Is Mr. Brown in?" he asked.

"I am Mr. Brown," answered my friend.

The old man hesitated, and fumbled with a green lawyer's bag which he carried in one hand.

"I see you use both telephones, Mr. Brown," he said. "I have here a device for registering the number of calls made." He stopped and gazed dreamily at us for a minute. "It registers every call made," he repeated, "so that there is likely to be no dispute, where the service is limited." The old man held up his little contrivance and fell into a deep reverie.

"No," said my friend, rather sharply I thought, "I'm not interested. You were talking to me yesterday about it, you know."

The agent thought on for awhile and then gave a little start.

"Oh!" he exclaimed. "Was I? To be sure I was." He hesitated again and said slowly: "It's a very good thing. It registers every call that is made."

Brown turned to me to continue the conversation; the old gentleman gazed at us sadly for a moment and shuffled out.

"Energetic old party," said Brown. "He dropped in here yesterday and dreamed around awhile until I led him out."

"It's a shame!' said I. "I used to know him when he was a good business man with a nice home and a happy family. I wonder how he came to such a pass as this?"

The door opened, and curiously enough, in came another old gentleman. He had a beautiful, white beard and a magnificent head. He was dressed in a decent, but threadbare black frock suit and wore old fashioned arctics. The loving, anxious care of his faithful, old wife stuck out all over him. He, also, bowed and favored us with a smile whose genuine sweetness had outlived a great many hard knocks.

"Gentlemen," he began in a rich, cultivated voice, "I am introducing a new publication in which every man is naturally interested. It is a history of the Asian peoples, dealing especially with the Russ and the Japanese, who are now at each other's throats in a world unprecedented struggle. This work, complete in—"

"Excuse me," said Brown very decidedly, "most unnaturally, I am not interested, and I am obliged to tell you that my time is limited."

(Concluded on page 31.)

CAMPANELLA HAVANA CIGAR
Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia
Hollard's

F. V. ESHLEMAN,
1600 Arch Street, Philadelphia,
MAKER OF
Archon
HAVANA CIGARS
A Cigar of Real Quality, made in various sizes, ranging from $35 to $300 per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

THERE is no system of advertising that pays best for the comparatively small amount of money expended than the proper care of the show window.

No method of advertising is more effective, and easier and cheaper to control, than that of window displays.

The first thing necessary in a good window display is scrupulous cleanliness. The next point is to secure a proper background for the display of your goods. This can be easily and cheaply done by putting up a curtain of a material that can be kept clean and renewed, preferably of some dark color. This curtain may be stretched on a wire from one side of the window to another, if necessary.

The drapery or curtain should be simple, as it is not the desire of the dealer to call attention to the drapery, but to the goods displayed.

The one great cardinal principle in window displays is simplicity. Windows are usually piled up with goods, which confuse the mind of the public, without attracting its attention to any particular thing in the window. It is a noticeable fact that, with crowded windows, the public leaves the display with no definite knowledge of anything beyond a confused mass of goods.

For the night display the lights in the window should be above the shade and out of the observer's sight. A strong reflector should be used to throw the light directly on the article in the window; but no light should be placed in the window so that it can be seen by the public, as it is an irritation to the eye, and distracts the attention from the goods displayed.

The subject of window displays is too large a one for us to dwell upon at length. If the principles of cleanliness and simplicity, both in the draping of the window and in the display of goods, are carried out, any storekeeper can secure a window that will attract attention, whether he is able to employ more elaborate devices, such as automatic or moving displays, or not.

Some one in the store should be detailed to attend to the windows, so that the proprietor may hold him responsible for their proper care.

• • •

NO MORE POISON IN CIGARS.

THERE is said to have been discovered a method by which cigars may be deprived of all poisonous qualities before being smoked, and it is said that as a result, Doctor Gautier, a prominent French physician, smoked thirty large, black cigars in twelve hours without any bad effects. The only trouble with the scheme is that owing to the perversity of human nature, men will probably scorn the cigar rendered harmless by such a method, just as the drinker won't touch drinks that taste and smell just like the real thing but contain no alcohol.

The new scheme provides for the cigars being sterilized, and the process by which the nicotine is neutralized is a French discovery and it is hoped that in time smokers will use only poisonless tobacco.

It is not rash to say that tobacco is the more attractive to the majority because it is a poison. It is a peculiarity of this plant that it coaxes its users into the belief that they always avoid excess and can at will abandon its use. To make smoking harmless would rob it of a chief element of popularity. It was not until persons in authority censured Sir Walter Raleigh for smoking and declared it to be a menace of health that the use of tobacco spread like a prairie fire.

Wireless telegraph, horseless carriages, featherless chickens, boneless shad, and the like, may do, but a poisonless tobacco could not serve its purpose any better han could a toothless watchdog.

• • •

CIGARETTES AND DOPE.

IT IS a cherished idea with many consumers that some tobacco and the majority of cigarettes, particularly the cheap ones, are doped. Just why the manufacturer should do this is not quite clear unless it would be with the idea of making the cigarette more seductive, so that the habit would be constantly growing. The cost and trouble, however, would make it an unprofitable operation.

A. H. Price, a wholesale tobacco salesman, well known in the middle west takes no stock in the stories that drugs or opiates are used, and tells why he doesn't believe them. He says:

"I have been in the business for years, and thought that I was pretty well posted. If there is any opium used in the preparation of tobacco, I do not know it.

"You often hear these stories, but I don't believe that there is a word of truth in it.

"It's all according to taste. If you become accustomed to a certain brand of tobacco you will prefer it to a higher priced brand which you have never smoked before. I have seen that demonstrated so many times that I know it is true."

• • •

HEAP BIG INJUN.

IN front of a cigar store on Twelfth street, just above Girard avenue, Philadelphia, is a wooden Indian that is probably the tallest in Philadelphia. The figure is fully eight or nine feet high, and perched upon a pedestal, it towers above passers-by in a very imposing, dignified way. The Indian is in good condition and does not look as if it had been made such a long time ago.

The oft repeated statement that the Indian as a cigar store sign will soon be extinct does not seem to be quite true, in Philadelphia at least, as there are plenty of them to be seen, particularly in the residential sections, on Ridge avenue, Germantown avenue, Manayunk, Kensington, and similar neighborhoods. Some new stores acquire them, and it is by no means improbable that there will be a revival of them to a certain extent.

WHY IS A CIGAR STORE A LOAFING PLACE?

IT'S a peculiar thing how definitely a cigar store has come to be regarded as a loafing place. There isn't a store so high-toned and fancy that some of its customers don't occasionally steal a loaf after they have bought a cigar.

Next to them is the class that spends a portion of every noon hour leaning on the counter and smoking, next to them is the man who makes it a point to stop in for a chat whenever he is in the neighborhood, next to him is the guy who makes the place a rendezvous and is on hand four or five nights out of the week and Sunday, if the store is open, and next to him and everything else he can get next to, is the skate who spends nearly as much time in the store as the clerk, has his mail sent there, has friends to meet him there, uses the store telephone, and buys a five cent bag of cigarette tobacco two or three times a week.

People go into a drug store to consult the directory, and use a department store in which to wait for a friend, but there does not seem to be any other class of store in which they deliberately lounge, and the extent to which it is tolerated and even encouraged is astonishing, particularly when it is borne in mind that the store's best customers are seldom numbered among the loafers.

There is a certain store which the writer has in mind, in which a back room is occupied by a couple of pool tables. Three or four dozen chairs are ranged around the room, and early every evening there is a rush for these. It is not to witness the pool playing, for the reason that on many a night there will be practically no playing. Moreover most of the chairs were there before the tables were.

This cigar store has more constant attendance than most clubs and none of the crowd seem to tire. If one man misses a night, he has to tell everyone where he has been when he shows up the next night. On Sunday the proprietor buys all the Philadelphia and New York papers and puts them out on the pool table which aren't doing business. They are leisurely read and discussed all day, and by night all the affairs of the country are comfortably settled. The proprietor takes an interest in the arguments occasionally, and his clerk who is considered something of a cut-up, always. The day's sales from this crowd are never enormous and after the price of the paper is subtracted from the profits, hardly a good day's pay would be left.

It doesn't seem clear why the proprietor runs this sort of a place as he has sacrificed some of his trade in order to do it. Sone men wont enter his store because they say it is always full of loafers. The dealer seems perfectly satisfied, however, and wouldn't drive the crowd out if he saw an easy way to do it and still retain their trade.

Many a dealer has chairs and benches put in to accommodate his hangers-on, who on the strength of a dime spent can loll luxuriously the whole evening.

Of course the big stores wont stand for any such chair warming, but their managers will tell you that they have a lot of customers who ought to know better, who would at once take advantage of any sort of encouragement in this direction. What is the particular attraction?

• • •

TO BRIGHTEN UP OLD STOCK.

THE following is very good matter from the current issue of the Canadian Cigar and Tobacco Journal and should be noted by every dealer:

"The line of goods generally designated as smokers' sundries is apt to become shop soiled, and materially deteriorate in value, when kept in stock for any length of time. Many of them, that have thus suffered, can have their appearance much improved, however, by a little effort on the part of the dealer.

"Leather cigar and cigarette cases that have become soiled, can have their appearance wonderfully improved by rubbing them with the white of an egg, and then polishing with a soft cloth when entirely dry. This should not be attempted, however, with the cheaper cases of so-called leatherette, as the least moisture is apt to ruin their appearance beyond repair.

"Silver and plated match boxes that have become tarnished, can be readily cleaned with a piece of chamois skin and a little whiting, slightly moistened with alcohol. The silver mountings on pipes may be cleaned in the same way, but care should be taken not to soil or scratch the other portions of the pipe. Immediately after cleaning a pipe mount, the adjacent parts of the pipe should be wiped first with a damp rag, followed by a dry, soft cloth.

"Briar pipes of the best class improve rather than deteriorate by being kept in stock, particularly where they are exposed to a strong light in the shop window. The wood gradually becomes darker, and the grain shows up to better advantage. In the cheaper briar pipes, where the bad spots have been filled with putty, the exposure to a strong light causes these spots to stand out more prominently, as the putty becomes pale. At times a dealer may get a piece of briar wood that does not darken as it should. In such cases it will be improved by an application of olive oil, well rubbed in. The only cleaning that an ordinary plain briar pipe requires, is wiping with a dry cloth. Carved briars should be cleaned with a dry, hard brush."

HERE is a tip for the retailer who stays in his own store from early in the morning until eleven o'clock at night: Go out regularly and get some fresh air, and make it a point to stop in a different store and buy a cigar as often as you can. Watch other dealers do business and see if your way is better or worse. The man who sticks in his own shell all the time isn't any better than a clam.

You Will Always Have Money

IF YOU USE A NATIONAL

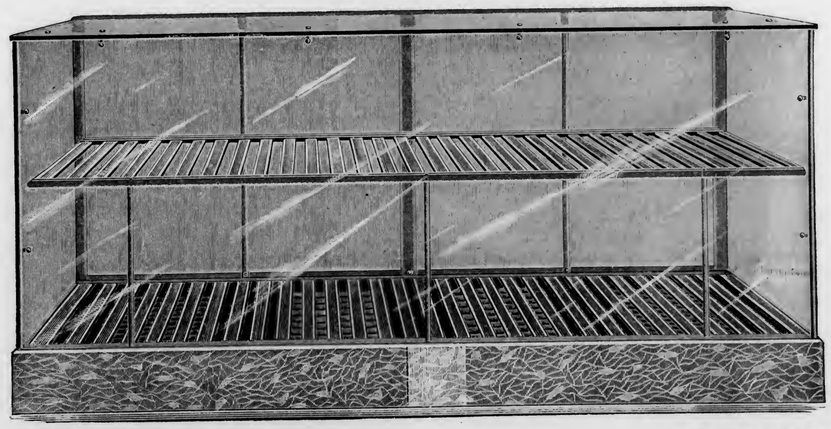
The merchant who uses a National knows that all his receipts are on hand or accounted for. It automatically records every sale and all money received on account and paid out.

A National pays for itself every year by stopping losses, preventing mistakes and enforcing carefulness.

National Cash Register Company
DAYTON, OHIO

In writing please mention this paper

"THE 400's" CIGAR CASE.



ARE YOU IN IT? Supplying "The 400" with their favorite Cigars? If not, **"GET IN IT"**

By using "The 400's" Cigar Case. This new and elegant style of case is made without frame, either of wood to get shabby, or metal to tarnish and require cleaning. Nothing exposed to wear or view except Plate Glass and Marble. All cases are fitted with racks and water trays. Dimensions as follows: Top light, 26 inches wide; front light, 34 inches wide; marble base, 7¼ inches wide; 42 inches high over all. These dimensions can be varied. Made any length from three to fourteen feet with one light in top and front. Price, $9.50 per foot.

F. POLLARD, *Manufacturer of* *Show Cases*

33-37 Bethune St., NEW YORK *734 & 736 Superior St., CLEVELAND, O.*
949 Liberty St., PITTSBURG, PA.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
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Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
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PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET.
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Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg,
IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

COLD WEATHER ALSO AFFECTS HAVANA MARKET.

Prices on Best Goods Ruled Very Firm, and Buyers Obtained No Concessions. Some Poorer Stocks Sold at Knock-Down Prices. Influx of Buyers Continues.

[Special Correspondence of The Tobacco World.]

HAVANA, February 3, 1905.

The past week has been chiefly remarkable for the extremely cold weather experienced in Havana, particularly on Wednesday last, when the thermometer only marked 51 degrees, and the tail end of the blizzard from the north struck the town, making business almost impossible. Heavy overcoats were worn by the American buyers for two days, while the Cuban population was shivering in light fall overcoats; at least that portion of it who possessed this garment, as the majority of the people hid from the cold as far as it was possible to do so. Under these circumstances it is small wonder that the market has been less active, but considering that the volume of trade had to be done in these days, it must be noted as an excellent showing of vitality, nevertheless. Prices ruled very firm, and sellers will make no concessions for first-class goods. On the other hand, all dealers who hold stocks that are less salable continue to be willing to meet buyers in their views. Remedios is now concentrated in the hands of two or three Spanish houses, while the remainder is in the possession of American exporters. Good, heavy bodied Vuelta Abajo and Semi Vuelta styles remain in strong demand, while stocks have dwindled down to very small proportions. Medium to light Vuelta Abajo vegas suitable for clear Havana manufacturers can still be had, as well as a limited quantity of Partido leaf.

The influx of buyers from the north has not yet abated.

Exports from Havana

from January 23 to 28 amounted to 5,024 bales, of which the United States received 4,917, Buenos Ayres 100, and Gibraltar and Tangiers 7 (sample) bales. A large proportion of the late purchases by the northern buyers is still stored here, and will only be shipped gradually as it may be needed by the manufacturers, in order to give it the benefit of the milder climate here.

Sales

last week amounted to 7,148 bales in all, or 5,107 bales of Vuelta Abajo, 465 of Partido and 1,676 bales of Remedios. The American buyers took 5,076 bales, while the home manufacturers participated in securing 2,072 bales for their wants. No transactions were reported for Europe.

Buyers Come and Go.

Arrivals:—Joseph Hollard, the well known cigar manufacturer, G. S. Mahn, cigar importer, and T. H. Vetterlein, son of Julius Vetterlein, all of Philadelphia; Mat Wengler, of Wengler & Mandell, O. S. Eisendrath and B. Barron, of B. Barron & Co., all of Chicago; I. L. Kemper, of I. L. Kemper & Co., of Baltimore, Md.; S. Grysmich, of S Grysmich & Co., Roger Pierce and J. E. A. Blais, of S. S. Pierce Co., Boston; A. and N. E. Guedalia, of Guedalia & Co., Marcelino Perez, of M. Perez & Co., E. P. Cordero, of the Mi Hogar factory, A. Rovira, of Ghio & Rovira, New York; Fred and Sidney Rothschild, of Rothschild & Bro., New York, Detroit and Havana; E. A. Kline, of E. A. Kline & Co., New York, Tampa and Havana; A. Pazos, of A. Pazos & Co., New York and Havana.

Departures:—Barney Barron, for Chicago; Otto and Gus Eisenlohr, for Philadelphia; Alfred and Victor Ettlinger, Louis Hirsch, Simon Goldberg, Fred Rothschild and Sol Hamburger, for New York.

Havana Cigar Manufacturers

have also been greatly handicapped by the cold wave which struck Havana and prevented the cigarmakers from doing as effective work as usual. However, as most of the orders which are coming in require no special hurry, no harm to speak of has been done on this account. The presence of cigar importers from the United States evidently denotes that there must be a fair demand in the north, and soon the London importers are expected here upon their annual buying trip.

Exports per steamship Morro Castle amounted to 4,060,226 cigars.

H. Upmann & Co. are working along under a good flow of orders from all countries. They shipped last week 500,000 cigars of their own H. Upmann and other independent brands.

Cifuentes, Fernandez & Co. are still busy in executing old orders for their Flor de Tobacos de Partagas & Cia, and in the meantime they are receiving almost daily fresh calls to ship fair quantities to every place.

Por Larranaga is systematically managed by Don Antonio J. Rivero, who supervises, in conjunction with his brother, Don Ricardo, the perfect working of the factory. The former has also made all desirable connections in the north,

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street,
Cable: "JEDESA." HABANA, CUBA.
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda
JORGE & P. CASTAÑEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

Canada, Great Britain, Germany, etc., to place the Por Larranaga before the smoking public. While the stock of leaf is large, of the very choicest lowland section of the Vuelta Abajo only, Don Antonio is already on the lookout to secure the most famous vegas this year, so that the factory shall be prepared to guarantee an A No. 1 cigar in every respect.

Behrens & Co. report a brisk business in their Sol factory. The National Cuba Co. is sending large, substantial orders from the United States, while Canada, Great Britain and Germany are calling for Sol cigars to the entire satisfaction of the owners.

Ramon Allones and Cruz Roja, under the management of Don Jesus Vales, of the firm of Rabell, Costa, Vales & Co., are doing an excellent business for all parts of the world.

Crepusculo, made by J. F. Rocha & Co., is called for in increasing quantities from London, Germany and South America, while the brands Nene and Jefferson are doing well in the United States.

El Rico Habano has no reason to complain, as orders are coming in at a lively enough pace to satisfy the owners, Enrique Dorado & Co.

Buying, Selling and Other Notes of Interest.

Loeb Nunez Havana Co. sold 700 bales of Remedios and Vuelta Abajo to their northern customers.

H. Spingarn, who was erroneously reported as having left, is still here, and while his purchases have amounted to considerably above 1,000 bales, he is still in the market, it seems, and open for more good goods.

Gonzalez, Benitez & Co. turned over 600 bales of Remedios and Vuelta Abajo.

Leslie Pantin has been a large operator for his various customers, although the exact quantity could not be ascertained.

Jose F. Rocha disposed of 450 bales of Vuelta Abajo to local factories and northern buyers.

Mat Wengler's business must be increasing substantially, as he only left a couple of months ago and is now back here again looking for more tobacco.

Aixala & Co. made several transactions amounting to 400 bales of Vuelta Abajo, Partido and Remedios.

Manuel Suarez & Co. are busy with several customers of theirs.

Rodriguez, Baustita & Co. sold 400 bales of Vuelta Abajo.

Barney Barron, of Chicago, is here to look after his tobacco.

Jorge & P. Castaneda disposed of 400 bales of Vuelta Abajo.

I. L. Kemper, of Baltimore, looks well and happy, probably owing to the fact that he had given orders to buy suitable vegas before the rise, which he is only inspecting now.

Sobrinos de A. Gonzalez turned over 400 bales of Vuelta Abajo, but have other trades pending.

Mark A. Pollack is a very busy man, and can be seen flying around the market with his customers.

Rabell, Costa & Co. closed out 309 bales of Vuelta Abajo from their holdings to local factories.

Sol Hamburger was busy up to the last moment before he left, and his whole purchases were in excess of 2,000 bales.

A. Pazos & Co. had a good week, as owing to the arrival of Don Avelino they sold 300 bales of Vuelta Abajo and secured some 200 bales of the same kind in the country.

Max Stern has added about 2,000 bales of Remedios and Vuelta Abajo to his holdings, and disposed of 1,190 bales right in town to his customers.

Grau, Planas & Co. turned over the remainder of their Remedios holdings, some 250 bales, but they still hold some choice Partido vegas.

E. C. Crawford the genial buyer for Dohan & Taitt, has been going over our market carefully and selecting several good sized lots of Vuelta Abajo. All the dealers here have known him for the last twenty years, and are anxious to sell him on the lowest possible margin of profit. It is impossible for a new buyer to do as well as a man of sterling character, who has gained a reputation for honest, square dealing, although he may be sharp in the registering, and protect the interest of his firm all he possibly can.

G. Salomon & Hnos. disposed of 206 bales of all kinds of leaf.

Jos. Hollard, the well known Philadelphia manufacturer, has made some excellent purchases of Vuelta Abajo.

Jose Menendez closed out 200 bales of Vuelta Abajo and Remedios.

A. M. Calzada & Co. sold 200 bales of Remedios, and bought for his several customers 400 bales of all kinds of leaf.

B. Diaz & Co. made one sale of 150 bales of Vuelta Abajo and Partido to a local factory.

Garcia & Co. were actively buying in the country, and selling to their customers in town.

Don Alfredo Uttlinger, after his return from the Vuelta Abajo, bought 1,000 bales more of Vuelta Abajo, so his total purchases are about 2,000 bales.

Receipts From the Country

	Week Ending Jan. 28. Bales	Since Jan. 1. Bales
Vuelta Abajo	942	3,752
Semi Vuelta	11	604
Partido	208	790
Matanzas	—	3
S. Clara & Remedios	2,007	4,433
Santiago de Cuba	—	205
Total	3,168	9,787

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nene" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

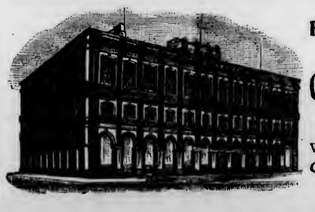
CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

R. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA
NEW YORK

H. J. SCHOENER. CABLE ADDRESS "TACHUELA"

H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San José, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HERR."
Joseph Hirsch & Son
2 E. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, February 7, 1905.

WEEK'S MOVEMENT IN LEAF.

A very active market in all grades of leaf was noted this week, Sumatra and Havana being dealt in, in good sized lots. From what we can gather, the new crop of Sumatra will show a very small percentage of light colors.

It has been the general impression that no one knew anything about the Sumatra until a few days before the inscription, but there are good reasons to suppose that some favored few in Amsterdam see this tobacco on its arrival, and Water street knows what to expect before they purchase their passage tickets.

The crop on hand is fast disappearing, sales of over 500 bales changing hands the past week.

The Havana market has been very active, especially in Santa Clara and Remedios. All old tobacco is bringing good prices and is in active demand on account of the new crop being a little raw and that the shrinkage will necessarily be large, which is an item to be considered. It is surprising to see so many buyers going to Cuba at this time. It is altogether too late at this day, and buyers would do better to look around the home markets, where we believe they might buy better tobacco at at least 5c per pound cheaper than they could do in Havana at the present time.

Quite some activity in the new Florida tobacco was reported, sales of 300 bales having been made this week. This tobacco seems to be taking hold, and we think it has earned its place in the weekly report. All old seed tobacco is moving in good sized lots; 1902 Wisconsin binders and Bs are being picked up. Sales of 400 cases Pennsylvania broad leaf 1903 at 12½c, 600 cases 1903 Zimmer fillers out at 16½c, 200 cases Gebhardt at 16c, are reported.

One large transaction of 1903 Wisconsin was made consisting of one million one hundred thousand pounds. This is certainly a large deal for these days.

• • •

A creditors' petition in involuntary bankruptcy has been filed in the United States District Court against Morris Futterman, dealer in tobacco and cigars at No. 522 Willis avenue, by Louis Aaronson, $300; Frank Mankiewitz, $250, and Felix Philips, $225. It is alleged that Futterman is insolvent and has made payments to creditors with the intent of preferring them over the other creditors. It is further charged that on January 12 the bankrupt removed and concealed a large part of his assets. The stock and fixtures now remaining in the store are said to have a value of about $2,500.

• • •

Adolph Novotny, proprietor of a cigar store at 1444 Broadway, was arrested at the instance of Chief Revenue Agent John S. Sinsel, charged with violations of the internal revenue laws. United States Commissioner Shields held him in $2,500 bail for further examination.

The complaint alleges that on Dec. 13 last the accused had in his possession empty tobacco packages upon which the stamps had not been destroyed, and offered for sale cigars in boxes which had been previously used.

The accused is the proprietor of one of the best appointed retail cigar and tobacco stores in New York City. Novotny said he had been ill, and the failure to cancel stamps and the using of refilled boxed were due to the neglect or ignorance of his son.

The arrest of Mr. Novotny, who is one of the best known retailers on Broadway, came as a complete surprise to Mr. Novotny and his many friends in the trade. The action was taken upon a purely technical charge of having had in his possession empty tobacco packages upon which the stamps had not been properly destroyed, and also of offering for sale cigars in boxes which had been previously used.

Mr. Novotny states that the matter is due entirely to ignorance and oversight on the part of his son, who was in charge of the store while Mr. Novotny was ill, and it is generally believed that Mr. Novotny will be able to make a satisfactory explanation when the case comes up before United States Commissioner Shields this week.

• • •

Imports of Sumatra in 1904.

The following list shows the amount of Sumatra tobacco imported by the principal leaf houses of New York city during last year:

A. Cohn & Co.,	4,920	Bales.
E. Rosenwald & Bro.	3,955	"
H. Duys & Co.,	3,898	"
G. Falk & Bro.,	2,185	"
L. Schmid & Co.,	2,007	"
S. Rossin & Sons,	1,884	"
J. Hirsch & Son,	1,430	"
L. Friedman & Co.,	1,306	"
E. Spingarn & Co.,	1,267	"
Rothschild & Bro.,	1,220	"
F. F. Cranz,	829	"
M. F. Schneider,	369	"
Pretzfeld & Co.,	354	"
H. Smith & Co.,	340	"
J. Holzman,	338	"
A. Blumlein & Co.,	319	"
L. Loeb & Co.,	379	"
Herz Bro.,	187	"
Hilson Co.,	126	"
S. Ashner,	80	"
S. Auerbach & Co.,	70	"
J. H. Getze & Co.,	47	"
Sutter Bros.,	5	"
Sundry,	4,072	"
American Cigar Co.,	3,726	"
United Cigar M'f'rs.,	2,756	"
Order,	1,010	"

• • •

William Catlin, with the Victor Thorsch Company, of Allentown, has just returned to this city after a ten days' visit through the New England States, where he did a very good business in placing the "Buster Brown" 5 cent cigar with distributors. Mr. Catlin leaves this week for New York State, and will visit every town of 10,000 population or over, thus covering the State thoroughly.

• • •

JACOB STAHL DEAD.

Jacob Stahl, one of the oldest and best known cigar manufacturers in New York City, died on January 27 at the age of 67 years. He was born in Germany, but came to the United States with his parents when in his youth, and began the manufacture of cigars in 1853.

The business was a few years ago incorporated as the American Consumers' Cigar Company, of which his son, Jacob Stahl, Jr., is now president, the factory being located in New Jersey.

• • •

THE NEW KAUFFMANN FACTORY.

A. L. & M. L. Kauffmann, a company recently formed for the purpose of engaging in the manufacture of high grade seed and Havana cigars, have secured factory facilities at Fourth street and Second avenue, and everything will be in readiness for operation by about the middle of the present month. The premises are 50x100 feet, and there are six stories. The building will be modernly equipped.

• • •

UNITED CO. BUYS A GOLDBERG STORE

The M. Goldberg Cigar Co., whose headquarters are at 98 Liberty street and who now operate four stores in New York and one in Brooklyn, has sold one of its New York stores to the United Cigar Stores Co. Transfer will be made as soon as Mr. Goldberg is able to leave his home, where he has been detained for several weeks by the serious illness of Mrs. Goldberg.

The Hillman Co., of this city, is doing a very large business on the Bachelor cigar of the Victor Thorsch Co., of Allentown.

• • •

JOTTINGS.

Frank Arguimbau, President of the Schroeder & Arguimbau Co., sailed on Saturday to visit the Company's farm at Quincy, Florida. He expects to return in about two weeks.

Sigmund Rothschild has arrived from his home in Detroit, looking hale and hearty and left New York for England on Tuesday. The "Field Marshall," despite his many years in the tobacco business, is much up to date and has many original ideas.

Bob White, representative of H. Duys & Co., spent a few days with us and brought a few good customers from Pennsylvania with him.

Alfred Etlinger, and his son Victor, arrived on the Morro Castle from Havana on Tuesday.

Julius Lichtenstein again in Connecticut inspecting his packing of tobacco. He says he bought the best crops in the State and they are not good enough for him.

Fred Rothschild, of Waldorf Astoria Segar Co. fame, is traveling to the Pacific coast and has been distinguishing himself by way of orders at every stopping point.

Max Adler, Sumatra buyer of Leonard Friedman, sails on February 25 to inspect the offerings in Amsterdam.

Sol Hamburger, of Hamburger Bros. & Co., arrived from Cuba having purchased largely of the new crop. He is content to live with us a short time.

Geo. M. Gillies has resigned as president of the Lopez Grau Co., and gone to Cuba, where he owns large coffee estates.

Capt. Mike Flaherty's health has been greatly benefited by his recent trip to Cuba and it is certain he did his share of business while there.

CONNECTICUT WAREHOUSES BUSY.

Supply of Leaf Ample to Keep Up Rush for Some Time.

Hartford, Conn., Feb. 4.

The tobacco warehouses in this State are quite busy now, and supplies of leaf are ample to keep the majority of houses in the broad leaf districts running on full time.

Girls are now employed for the first time in sorting tobacco in the Hartman packing house in Manchester, and the experiment is being watched with interest and is expected to succeed.

A report from Greenfield, Mass., says there is talk among some of the tobacco growers of making one more experiment in raising shade tobacco through the use of the old seed leaf variety. It has been learned, however, that the old seed leaf tobacco is better adapted to this use than Havana, the latter being too papery. Some experiments in growing this brand under cloth are predicted for next spring

Trade-Mark Register.

LAMAR 14,693
For cigars, cigarettes, cheroots, stogies and tobacco Registered Jan 24, 1905, at 9 a m, by the Colbro Cigar Co, Philadelphia, Pa.

HONEST ISSUE 14,694
For cigars Registered Jan 24, 1905, at 9 a m, by Diebert & Yeager, Orwigsburg, Pa.

GENERAL ROLLER 14,695
For cigars Registered Jan 25, 1905, at 9 a m, by A W Mentzer & Sons, Ephrata, Pa.

JACK ASS 14,696
For cigars, cigarettes, cheroots, stogies and tobacco Registered Jan 28, 1905, at 9 a m, by Jos McCudden, Cincinnati, O.

OUR AMERICAN COUSIN 14,697
For cigars, cigarettes, cheroots, stogies and tobacco Registered Jan 30, 1905, at 9 a m, by Henry Schumacher, Cincinnati, O.

REJECTIONS.

Lu Lu, Fairy Land, Nuf Sed, Arab, Square Deal, Egyptian, Arabian, Arabian Night, County Leader, Arabian Knight, USONA, Tadellos, Big Stick, Auburn, Asia, U. S. A.

CANCELLATION.

"Master Key," registered Jan 23, 1905, by the Yorkana Cigar Co, Hellam, Pa, has been canceled.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
CHAS SMITH

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SEGOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Frost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUSSE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84-85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Cornwall, N. Y.

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PHILADELPHIA, FEB. 8, 1905.

THE CURTIS BILL.

The trade is grimly awaiting the action of the Ways and Means Committee on the Curtis bill, which it is its duty shortly to report to Congress.

No paucity of evidence will delay the committee in its deliberations, as what the gentlemen composing the body do not now know of the comparative exigencies of the Philippine and the United States manufacturing interests, they never will learn. Surely sufficient was said by forcible speakers among tobacco, sugar and other interests to convince any one whose mind were empty of prejudice, and if it be thought that the hearing thus becomes one sided, let it be remembered that Judge Taft stepped in last of all, swept contemptuously aside everything that previously had been uttered or adduced, and calmly pointed out to the committee the way it should go.

Will the committee stand pat?

Mr. John Sharp Williams mockingly remarked to Mr. Bijur during the hearing of the tobacco men, that the tobacco people seemed to regard the duties and taxes which the government forced them to pay on their tobacco, as so much charity.

Mr. Bijur courteously disclaimed any such notion, and explained that the trade was merely trying to protect itself against ruinous discrimination. Whereupon, Mr. Williams, having voiced his sarcasm for what it was worth, merely sniffed.

Why, because the government has removed the duty on hemp, and is desirous of donating a like amount of business to the Philippines, why must the tobacco trade be the goat? Simply because it's the simplest way of settling it?

It is absurd to argue that the removal of the duty would work no harm to the tobacco or sugar people, for the reason that, having stated that the operation of the bill would be expected to replace the duty loss on hemp, Chairman Payne virtually stated in the same premise that the domestic industries must necessarily be ruined in an equal degree, which is to the tune of sometning like $400,000 a year as a starter.

Advanced mathematics are not required to determine the fact that the pouring of a glass of water from a pitcher reduces the quantity in the pitcher by precisely one glass full.

However, the only thing to do now is to wait.

SECRETARY WILSON AND THE NEW ENGLAND GROWERS.

Some newspaper man went to Secretary Wilson, of the Agricultural Department, and told him that some of the growers in New England were rather bitter against him on account of the failure of the Sumatra shade-grown theory to materialize into coin of the realm. He asked the Secretary what he had to say.

Mr. Wilson would not admit that his experts in the Bureau of Soils were in any way at fault, but laid the blame on the growers themselves. He said they were entirely too anxious to make a dollar, and tumbled too readily into the stock companies which were formed to create all at once a large, new industry.

"Numerous large companies were formed," said Secretary Wilson, "and stock was sold all over the country in a manner which should never have been attempted. The Government did not recommend commercial enterprise of that sort."

Certainly it did not. It would scarcely be fitting for the Government to instigate or suggest the establishment of corporations, but it would seem that the reports made by the experts, who had compiled them as the result of practical work, were entitled and intended to be taken at their face value; and if it is practical successfully to cultivate tobacco under shade in Connecticut from Sumatra seed at no extraordinary expense, it does not seem illogical to suppose that it can be marketed at a profit.

The reports made by the Bureau of Soils are certainly intended to benefit farmers, and as the average farmer is neither scientist nor philanthropist, it is scarcely reasonable to expect his interest to remain an abstract one.

NEARLY every commercial house which does business in the West praises it as the best territory. Money always seems easier there than elsewhere in the United States. The old-time advice, "Go West, young man," isn't so much out of date after all.

Philadelphia Tobacco Trade.

Here and There With the Retailers

The extremely cold weather of the week reacted to a considerable extent on business among the retailers, and while a fair trade was done, considering, the small sales fell off very much On the very cold days there was little smoking done on the street, and consequently less cigars and cigarettes bought. When the wind is blowing and the temperature near zero, the majority of men hurry along with their hands jammed down in their pockets and don't want to monkey with a cigar.

"Some people try to tell me," said a down town dealer, "that this is overbalanced by the fact that men stay in doors and do even more smoking than is usual. I don't believe it. There are a great many business houses in this city which do not permit smoking inside the office and every employe has to do his smoking when he's outside. They're not outside much this weather, and as a result the retailers are quick to feel the effect of it."

A report came indirectly from the Bamberger real estate offices this week that the United Cigar Stores Co. had definitely closed the deal for the entire building at the Southwest corner of Second and Market streets, for $5,500 a year. This includes the property that was used for a jewelry store on Second street, as well as the Bainbridge shoe store. It was stated that the United building would be considerably altered and improved, and an elevator and stairway put in, and that the United people will occupy part of the first floor and sublet the rest of the building.

A meeting of the board of directors of the Retail Cigar and Tobacco Dealers' Association was held at the store of J. I. Hassen, 6633 Woodland avenue on Monday afternoon to consider the sending of representatives to a meeting to be held at 2215 Columbia avenue on Thursday, the 9th, to be composed of delegates from the Northwest, Central, and West Philadelphia Business Men's Protective Associations, and also the German Alliance.

The allied committees will run a special to Harrisburg on Feb. 14, when they expect to carry no less than five hundred men, who will voice their sentiments in favor of the McNicoll bill.

Joseph E. Tuck, retiring president of the Philadelphia Cigar and Tobacco Dealers' Association, who is spending the winter at Los Angeles, has been forced by a rather serious affliction to abandon all use of his eyes for the time. Mr. Tuck writes that he expects to be much better in a few weeks, however, and everyone will join in the hope that his expectation is verified.

H. Steinberg, retailer and sub-jobber, of 1631 Ridge avenue, has been laid up for several days.

M. J. Dalton, sailed last Saturday on the Morro Castle with a party of seven friends for Cuba, where he will spend a month or six weeks. The trip will be largely one of pleasure, but Mr. Dalton will look the market over while he is there. The Philadelphia business will be looked after during his absence, by E. J. Wallis, the capable vice president of the Dalton Co.

E. W. Moore, has a fine window display in his Second and Chestnut streets store this week of his Gladstone and Alpha 5 cent brands and Indian Planter, a 10 cent brand. Business is very good with Mr. Moore.

R. D. Engel, formerly a superintendent for Gumpert Bros, who is now manufacturing for himself at Broad and Porter streets, reports business as very good. Mr. Engel has room for twenty five hands more than he is able to get.

Mr. Monellis, of Newark, was in this market during the week introducing a new brand of cheroots called Zozo. Mr. Monellis is the man who introduced the Alaska brand of little cigars about a year ago.

At the store of Godfrey S. Mahn, at Eleventh and Chestnut streets, it was stated that business is moving well now at both Philadelphia places, and also at Mr. Mahn's New York stands.

W. T. Taylor, the representative of the Punch and the Romeo and Juliet factories, of Cuba, who has spent some time in this market recently, sailed on the Morro Castle last Friday.

Thomas E. Bowen, of Guerra, Diaz & Co., was among the salesmen in town this week. The drummers were unable to report anything phenomenal in business for the past two weeks.

Boch & Co., Broad street, below Chestnut, are having a run on Boch & Co.'s Panetelas, and have a window display of them. Business is pretty good up on Broad street just now.

Authur Dugan, formerly back of the counter for Jos. Way, at 1105 Market street, is now handing out cigars at the Vendig Hotel cigar stand.

Francisco Garcia, of F. Garcia & Bros., Havana, was a visitor among the trade this week, and reported business as opening up well.

C. Fraciscus, late of Evans, will open a new store at 4203-5 Lancaster avenue, where he will carry a full line of Key West cigars.

S. Jacobs, of Gumpert Bros., was among the trade this week and showed the lithographs of some prospective new labels.

Quo Vadis
CENTS
Diplomatico

A good smoke, a quick seller, a profitable cigar—that's our "Quo Vadis."

You need it in your business, for it brings new trade and satisfies the old.

The "Quo Vadis" cigar in your show case will add prestige to your assortment, because it represents highest quality and best workmanship.

Its handsome, modern, full size **DIPLOMATICO** shape is the favorite of all smokers, and everybody enjoys its fragrant aroma and pleasant taste.

It's the Ideal Five Cent Cigar, and we fully guarantee it to give satisfaction.

Write to us for Sample Box and Price.

We'll be pleased to answer questions.

ALFRED EYER & CO., Cigar Manufacturers,
Allentown, Pa.

James I. Hassen, 6633 Woodland avenue, is going to enlarge his present place of business by an additional story and 40 feet more depth. Mr. Hassen opened up in this section about nine years ago, and by strict and careful attention to business has built up a prosperous trade both retail and jobbing. Mr. Hassen was the first dealer to return "Devil Heads" to the Queen City Tobacco Co. for premiums, for which they congratulated him by letter. Red D. is his leading seller in scrap goods.

With Manufacturers and Jobbers.

Frank Teller, head of the firm of Frank Teller & Co., 125 South Second street, has just returned from an extensive Western trip, and reports the best January in that section in the history of the firm.

E. Cohn, of E. Cohn & Son, jobbers at 512 South Second street, experienced a sad bereavement last week in the death of his only daughter, about 13 years old Mr. Cohn has seven sons.

Mr. Jeffreys, of the Surbrug Co., of New York, was in this market during the week purchasing the Milo cigar. This brand is to be worked on extensively.

Dan McNeil, of A. B. Cunningham & Co., has left for an extended road trip for his company.

Beaston Bros., manufacturers and jobbers at 55th street and Woodland avenue, are very busy at both their places of business, and are getting their goods well established in this city and up the Schuylkill Valley.

T. H. Hart & Co., the leading importers, manufacturers and jobbers in all Havana goods in this city, report a decided increase in business for January over last year, and attribute it to the Tobacco Show. The increase is especially in the sale of Leda, all Havana, and on the Cayey Caguas, Porto Rico goods. This company also reports that they are oversold on Ramesis cigarettes, the factory being over a million short.

J. R. Vetterlein, son of Joseph Vetterlein, of Vetterlein Bros, started on his maiden trip as a salesman this week. Heretofore Mr. Vetterlein has devoted considerable of his attention to Princeton football, and has started out with the same vigor to "tackle" this new proposition.

Bayuk Bros. have just put on the market a very handsome new 5 cent cigar which they call BB Blunts. The cigar is made in a large size and is taken on sight for a 10 cent article. The package is a handsome one.

Stephano Bros. Will Erect Big Building

Stephano Bros., manufacturers of Ramesis Turkish cigarettes, have purchased the properties at 1014-16 Walnut street, where they will erect a modern seven story building, drawings and plans for which are now complete.

BLACK THREADS
Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3⅓ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.

DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 — Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars.

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A. Lieber's Code & Tobacco Codex.

Hopkinsville, Ky.

Leaf Dealers' Jottings.

Dohan & Taitt, well known leaf dealers and importers on Arch street, above Front, have issued one of the most valuable and useful calendar souvenirs that have been seen this year. The first page is occupied by the 1905 calendar, while around the border are flags of all the nations in their proper colors. On the second page is a map of Cuba, with a separate one of Havana, together with a description of all the tobacco raising districts of Cuba. The third page bears a map of Pennsylvania; the fourth page maps of the United States, the Isthmus of Panama, Philippines, North America and Asia, and the last page maps of the world, the eastern and western hemispheres and the north polar regions. On the backs of these are many valuable statistics relating to the area and population of the principal cities of the world.

F. Eckerson returned on Monday from his Havana trip, having after a hard hunt secured about 1,000 bales. Prices were very high, Mr. Eckerson says, and he had great difficulty in getting what he needed. Julius Eckerson will shortly leave for the West.

E. A. Calves, of E. A. Calves & Co., sailed last Saturday for Havana. Mr. Calves will remain away about five weeks, during which time Frank Dominguez will "tend store." Mr. Calves will meet many friends before he returns.

George Newman, of Young & Newman, is back from his satisfying Western trip and is now taking frequent short runs up the State while preparing for his next trip.

Jake Labe, of B. Labe & Sons, is still sending in orders from the West, while Sidney Labe and Charles Cohen are up the State.

TWO NEW FIRMS STARTED.

The "Me and Pa" Cigar Co. has been established at Lansing, Mich., by ex-Deputy Sheriff Behrendt and his father, David Behrendt. The company will manufacture a number of brands, among them "Me and Pa."

Frederick Jacoby and Martin Klingler, of Allentown, Pa., have gone into business at 206 Hamilton street, under the firm name of Jacoby & Klingler.

THE "ORIENT" MATTER STILL UNSETTLED.

There has nothing definite been decided yet concerning the matter of the "Orient" 5 cent cigarettes put out by the Khedivial Co., of New York, which were investigated last week by the internal revenue authorities on account of an allegation that some of the packages were stamped with the 54 cent stamps instead of those of the $1.08 denomination.

It was stated by Deputy Collector Wilkes, of the First District, that the goods had been examined and that representatives of the Khedivial Co. had visited the collector to discuss the matter. Mr. Wilkes said that the matter is now in the hands of the commissioner, who will shortly come to an opinion.

The affair caused much talk in the trade during the week, and in no case was any opinion expressed except that any wrong stamps reaching the jobber were the result of a blunder. One jobber stated that a revenue deputy had seized some of the cigarettes presumably on authority, but had later brought them back. A number of rumors were flying around during the week, a certain jobber declaring he had been given to understand that the rumpus and investigation had been caused by a rival company. This was unaccompanied by any evidence. It is not thought that anything will come of the matter, and if the Internal Revenue Department takes no further action, the Khedivial Co. can consider itself exonerated.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

FOR RENT

Cigar Factory Building, Complete
in good section of
First District of Pennsylvania
Capacity of **25 hands**, and 35 hands available. Terms moderate. Address,
FACTORY,
Care of **Box 112,**
The Tobacco World, Phila.
1-25ca

WANTED—An experienced salesman in tobacco or grocery trade to handle a line of good cigars on commission. Man with established trade preferred. Address, Box 308, Spring City, Pa

SALESMAN OR BROKER WANTED for the West to represent responsible Ninth District Factory. Address, MFR., Box 110, care of The Tobacco World. 2-8h

Remember!!

It will save you money to write or call on us before placing your order for

Florida Shade-Grown Sumatra

Our large packing of **1904 WRAPPERS** cannot be surpassed for Style, Even, Uniform Colors, Burning Qualities and Yield.

Prices Reasonable. Come, and you will be convinced.

Florida Tobacco Co.

No. 131 Maiden Lane, New York Telephone "5276 John"

Plantations---Quincy, Florida.

KEYSTONE CHEMICAL CO.

MANUFACTURERS OF

Cigar and Tobacco Flavor, Sweetener, Etc.

HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

UNITED CIGAR Manufacturers — BRANCHES: *Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co., Straiton & Storm, Lichtenstein Bros. Co.*

1014-1020 Second Ave., NEW YORK.

PAN
Are You Still Watching?

G. H. SACHS,
Manufacturer of FINE CIGARS

Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.

Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. WE MAKE THEM.
The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars.
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

HENRY H. SHEIP MFG. CO.

Cigar Boxes
Cigar Box Lumber

Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac simile: black with pale blue ground; fac simile of the seal of the Presidency of the Republic: dark blue.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Feb. 6, 1905.

Bremen—A. H. Ringk & Co, 3 cases tobacco; The Hilson Co, 2 bales do.; Otto Malchow & Co, 21 do; Metropolitan Tobacco Co, 10 cases cigarette paper.

Fiume—M. L. Herzog & Co, 142 bales tobacco; 100 cases do.

Havana—T S. & T. Co, 30 barrels cigarettes; Havana Tobacco Co, 1 case do.; W. R. Grace & Co, 1 case do.; Jas. E. Ward & Co, 4 cases cigarettes.

Havre—J. Monroe & Co, 5 packages cigarette paper.

Liverpool—American Tobacco Co, 4 cases tobacco.

San Juan—Order, 40 bales tobacco.

HAVANA TOBACCO.

Str. Morro Castle, arrived Jan. 31: (3,023 bales; 174 bbls.; 424 cases.)

Jas. E. Ward & Co	1,134 bales
A. Cohn & Co	363 "
Hinsdale Smith & Co	329 "
B. Diaz & Co	180 "
E. Hoffman & Son	176 "
A. Murphy & Co	151 "
Simon Batt & Co	85 "
F. Miranda & Co	74 "
S. Rossin & Sons	70 "
Steindler Bros.	62 "
Hamburger Bros. & Co	58 "
American Cigar Co	50 "
J. Bernheim & Son	48 "
S. L. Goldberg & Sons	38 "
M. Schwarz	35 "
Jos. Hirsch & Son	30 "
Cane Bros	27 "
Selgas, Suarez & Co	22 "
Robert E. Lane	20 "
I. Bijur & Son	20 "
G. Salomon & Bro	18 "
Louis Ash & Co	15 "
S. Ruppin	13 "
J. Holzman	5 "
F. Miranda & Co	57 bbls.
The Hilson Co	25 "
S. Ruppin	23 "
Jas. E. Ward & Co	22 "
Herz Bros	20 "
Hamburger Bros & Co	14 "
Selgas, Suarez & Co	9 "
Max Schwarz	4 "
Jas. E. Ward & Co	424 cases

Str. Esperanza, arrived Feb. 4: (1,510 bales)

J. Bernheim & Son	657 bales
Jas. E. Ward & Co	547 "
E. Hoffman & Son	184 bales
Merchants D. & T. Co	50 "
E. Spingarn & Co	30 "
Hamburger Bros & Co	21 "
Hinsdale Smith & Co	21 "

HAVANA CIGARS

Str. Morro Castle, arrived Jan. 31:

Havana Tobacco Co	204 cases
Park & Tilford	17 "
National Cuba Co	12 "
G. S. Nicholas	11 "
L. J. Spence	9 "
Waldorf Astoria Segar Co	8 "
Calixto Lopez & Co	3 "
Michaelis & Lindermann	3 "
F. R. Rice	1 case
C. H. Wyman & Co	1 "
A. Hollander & Co.	1 "
Watjen, Toel & Co	1 "

Str. Esperanza, arrived Feb. 4:

Jas. E. Ward & Co.	13 cases
Park & Tilford	3 "

PORTO RICAN TOBACCO.

Str. Coamo, arrived Feb. 4:

American Cigar Co	711 bales
Durlach Bros	8 "
G. W. Sheldon & Co	36 "
Arguelles, Manrique, Sola & Co	32 bbls.

PORTO RICAN CIGARS.

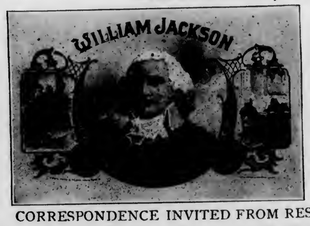
Str. Caracas arrived Jan. 31:

American Cigar Co	106 cases
Order	28 "
Am. W. I. T. Co	27 "
Mateo Rucabado	22 "
West Indies Cigar Co	21 "
Arguelles, Manrique, Sola & Co	14 "
C. Mendez	10 "
C. D. Stone & Co	7 "
Antilles Trading Co	6 "
Cayey Caguas Tobacco Co	6 "
Cadiz Cigar Co	5 "
F. Bonilla & Co	4 "
A. S. Lascelles & Co	4 "
G. W. Sheldon & Co	4 "
M Menendez & Co	3 "

Str. Coamo, arrived Feb. 4:

Durlach Bros	50 cases
A. W. I. T. Co	22 "
West Indies Cigar Co	12 "
C. Mendez	11 "
Arguelles, Manrique, Sola & Co	9 "
A. S. Lascelles & Co	7 "
M. Rucabado	6 "
Victor Malga & Co	5 "
Cayey Caguas Tobacco Co	4 "
Order	3 "
Antilles Trading Co	2 "
J. J. Kebler	2 "
Perez, Rojas & Co	1 case

J. E. SHERTS & CO.
Lancaster, Pa.



Manufacturers of
High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.

Goods Sold Direct to JOBBERS and DEALERS.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in LEAF TOBACCO,
Dallastown, Penna.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R

E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. **P. O. Box 96.**

WALTER S. BARE,

Packer of

Fine Connecticut Leaf

ALL GRADES OF DOMESTIC

Cigar Leaf Tobacco

Office and Warehouse,

LITITZ, PA.

J. K. LEAMAN,

Packer of and Dealer in

LEAF TOBACCO

138 North Market St.

United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.

PACKERS AND DEALERS IN **Leaf Tobaccos**

145 North Market Street

LANCASTER. PA.

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco

Packing House,

Millersville, Pa.

Office & Salesrooms,

110 & 112 W. Walnut St., LANCASTER, PA.

UNITED PHONES.

Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

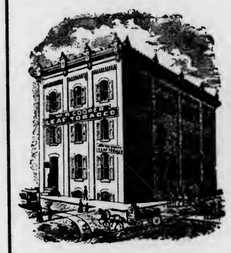
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco

241 and 243 North Prince Street,

LANCASTER, PA.



W. R. COOPER & CO

PACKER OF

Penna. Broad Leaf

and Dealer in All Grades of

Domestic Cigar Leaf Tobacco,

201 and 203 North Duke St.

LANCASTER, PA.

H. H. MILLER,

Light Connecticut Wrappers and Seconds

Fine Florida Sumatra

IMPORTED SUMATRA and HAVANA

327 and 329 N. Queen Street,

LANCASTER, PA.

J. W. DUTTENHOFFER,

Packer, Dealer, and Jobber in **Leaf Tobacco**

Pennsylvania Broad Leaf Our Specialty.

33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER

Leaf Tobaccos

Main Office:

Lancaster, Pa.

Warehouses: Lancaster and Red Lion, Pa.

We make **Scrap** Filler **Ready for Use.**

THE JOHNS-BRASH CIGAR CO.

Manufacturers of

HIGH-GRADE CIGARS

Factories:
Lancaster
McSherrystown
Hanover
Irishtown
Gettysburg
Strinestown

Main Office:

Lancaster, Pa.

EDW. M. BRASH,
Sec'y & Treas.

LANCASTER MARKET IMPROVES.

A Number of Important Leaf Transactions Already This Month.

Lancaster, Pa., Feb. 6.

February already shows some improvement in the local leaf market over January, although we have scarcely concluded a whole week in this month. There have been quite a few transactions of some importance closed, indicating a more active market.

I. H. Weaver, W. R. Cooper & Co., Meiskey & Heiland and John D. Skiles have been the most prominent in recent transactions, having sold during the past week in the aggregate nearly 1,700 cases, mostly old goods. Receiving days, which are usually on Friday and Saturday, are again becoming the scenes of much activity.

This is particularly true of last Friday when some very large quantities of tobacco were received at the four different warehouses of the United Cigar Manufacturers. An exceptionally large lot of the new crop was received at that time as well as at nearly every other warehouse in the city.

Samuel C. Lentz, a well known tobacco packer of this city, died suddenly last week at the tobacco warehouse of Philip Wiseman, 12 Concord street, death being due to heart trouble. He was sixty five years of age and a veteran of the Civil War. He is survived by a wife and three children, one of whom is the wife of J. L. Kauffman, who is with the Reed Tobacco Co., at Altoona, Pa.

John F. Hare, the resident partner of John Slater & Co., the well known stogie manufacturers, informs me that during the month of January their business was the largest of any month in the history of the house. Their product seems to be expanding in sale constantly throughout the entire United States. It is no longer the East alone that is the large consuming territory for these popular whiffs, as the West is also developing at a large and wonderfully rapid rate, as many as 100,000 per week being shipped to one Western city alone.

Trade is improving with our local jobbers. J. G. Shirk reports that sales are increasing for all the popular products of both chewing and smoking tobaccos.

John McLaughlin & Co. also report steady improvement for the past week. Simon Shissler, a prominent retailer and jobber on North Queen street, likewise reports a very satisfactory business.

A. W. Mentzer, one of the best known members of the cigar trade, died at his home in Ephrata on January 20 at the age of sixty nine years. Mr. Mentzer was one of the few really successful business men who had a career extending over a period of more than forty-nine years, during which time he traveled much and built up a wide circle of valuable acquaintances throughout the country.

Mr. Mentzer was formerly engaged in the general merchandise business at Schoeneck, Lancaster county, removing subsequently to Ephrata, where he continued in the general store business and also branched in the cigar manufacturing business and numerous kindred interests. The immediate cause of his death was apoplexy, and, although all possible medical skill and attention was given him he died, after suffering thirty six hours.

In 1894 he admitted to an interest in his business his three sons, Dr. J. F., H. G. and I. G. Mentzer, all of whom were practically brought up in the trade and who are thoroughly familiar with every detail of the business. In January of the present year Mr. Mentzer retired from business, leaving the same entirely to his three sons, by whom the business in its entirety will be continued.

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

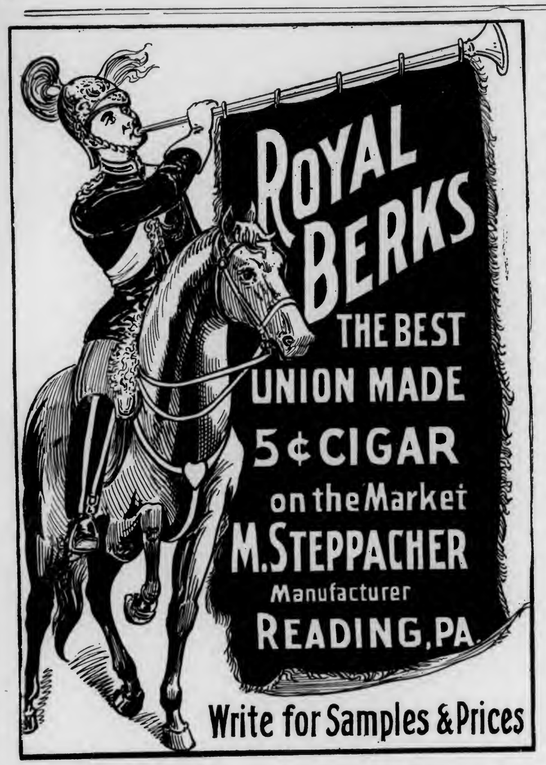
FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

REGISTER YOUR BRANDS
with The Tobacco World



The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,
51 Market Street, Lancaster, Pa.

GEO. A. BUDDY,
Littlestown, Pa.
Manufacturer of

STRICTLY UNION-MADE CIGARS
OUR LINE:
Lord Bute, The Buddy, Union Riders, Sweet Tips, Cuban Emulator, General Post, Pretty Nell.

W. C. Jackson,
Manufacturer of
Fine Cigars
Factories No. 34 and No. 1596,
East Prospect,
Penna.

Correspondence with Wholesale Dealers and Jobbers Invited.

☞ Telephone Connection. ☜

Bayuk Bros.

SOLD BY LEADING DEALERS EVERYWHERE

5¢ CIGAR

WRITE FOR FULL PARTICULARS

MENTION TOBACCO WORLD

BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

AN APPEAL TO INDEPENDENTS.

Manufacturer's Local Representatives Form Strong Association.

The Independent Tobacco Manufacturers' Representatives, of Philadelphia, is the official name of a new association, which, as the name implies, is composed of Philadelphia representatives of independent tobacco manufacturers. Officers for the first year have been elected as follows: President, A. Fowler, with the United States Tobacco Co., of Richmond, Va.; vice president, H. J. Miller, with Weisert Bros., St. Louis, Mo.; secretary, V. R. Newman, with Larus & Bros. Co., Richmond, Va.; treasurer, Thos. F. Fitzgerald, independent jobber, 4261 Lancaster avenue, Philadelphia.

Much practical work has been mapped out and an active campaign is to be entered upon at once and vigorously followed out. On February 4, the first appeal to independent manufacturers was made and already responses have been received from the United States Tobacco Co., Richmond, Va.; Larus & Bros. Co., Richmond, Va.; Weisert Bros., St. Louis, Mo.; Wells-Whitehead Tobacco Co., Wilson, N. C.; United News Co., Philadelphia, and Thos. F. Fitzgerald, Philadelphia.

The letter issued is as follows:

Philadelphia, Feb. 4, 1905.

Gentlemen: Realizing the great importance of interesting the members of the different unions in the fight that is being made for the life of the "Tobacco Workers' Union," and in doing so to urge them to use only such tobacco as bear the union label, we respectfully ask your support in the matter. Our object is to do this work to the best advantage at the least possible cost to the manufacturers.

This Association has been organized. The purpose is to have each manufacturer represented, contribute to the association, ten dollars per month for a period of four months, should it prove satisfactory, the time to be extended in periods of four months.

The Association will employ a competent man to address the different unions and other meetings of working men, in the city and vicinity. It will also have printed a circular, containing a list of the brands sold in this market by each and every manufacturer contributing to this purpose. (Only those using the union label will be asked to join in this work.)

These circulars will be distributed at each meeting. No samples will be distributed. The speaker employed, as well as other members of the Association will make every effort to urge upon the union men and public generally, the vital importance of calling for and demanding only tobacco or cigarettes that bear the union label. This matter has for some time been under consideration by the representatives in this city as well as many others interested, and it is their belief that this effort to gain the co operation of consumers will be productive of much good.

The treasurer is a prominent jobber of this city. It will be his duty to render an itemized monthly statement to each contributing member. Address communications to T. F. Fitzgerald, Treasurer, 4261 Lancaster avenue, Philada.

DEATH OF REINHOLD STEINECKE, NEW YORK MANUFACTURER.

The sudden death of Reinhold Steinecke on Sunday last came as a great shock to his many old time friends in the tobacco trade. He died at the age of 63 years at his home, 20 East Seventh street, New York city, and by his passing the trade looses one of its oldest Seed and Havana cigar manufacturers.

Mr. Steinecke about thirty years ago represented the old firm of Schroeder & Bon, selling leaf tobacco.

After severing his connection with Schroeder & Bon to embark in the cigar business Mr. Steinecke started the now celebrated brand "Liederkranz Cabinet" which cigar has increased in popularity from year to year. The manufacturer was a highly educated and lovable man and his death will be a great loss to his many friends both socially and commercially.

BUSINESS QUIET IN BOSTON.

Dealers Sore at United Co.'s Monopoly of Coupons.

Boston, Mass., Feb. 5.

Trade conditions are about the same, there being no material change for the past week. Business remains quiet, but the outlook appears promising. The filthy condition of the streets is affecting the retailers to a great extent, and many of the larger cigar manufacturers have been laying off some of their help.

A great deal of comment has been expressed by the retailers owing to the United Cigar Stores posting on the show windows the following bulletin:

FLORADORA COUPONS.

These brands, but only when purchased in our stores, contain coupons: Tolstoi, Sweet Caporal, Bull Durham, Union Leader, Sensation Tobacco, etc.

As no coupons are being packed in the cigarettes and tobaccos sold by the other retailers, there are many complaints being made and some of the leading to-

Match It, if you Can----You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market,

The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

DELA FLORA CUBAN STAR

GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers.
PITTSBURG, PA.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

The PROGRESS
SHORT FILLER
Bunching Machine
For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

Manufactured by

N. H. BORGFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

LIBERMAN'S
Latest Suction Machine

Adopted
by the
Leading
Manufacturers.

Palm Rolling
Essential
to
Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

LIBERMAN MANUFACTURING CO.
Manufacturers of
Cigar Machinery
and Tools
240-42 North Third Street,
PHILADELPHIA, PA., U. S. A.

SCHUTTE & KOERTING CO.

PHILADELPHIA, U. S. A.

Twelfth and Thompson Streets.

SCHUTTE--KOERTING MOIST VENTILATOR,

used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time, without deterioration. The principal advantages are:

1. **Low cost and simplicity.**
2. **Cost of maintenance is nothing, being operated by city water pressure.**
3. **Needs no attention.**
4. **No drip occurs; humidity uniform.**

Correspondence Solicited.

Factories: 26 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

. . CIGARS . .

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,
LANCASTER, PA.

Manufacturers of

High Grade

Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

JOSEPH C. KOLB,

Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,

Southeast Corner Second and Market Streets,

Camden, N. J.

bacconists are talking about laying the matter before the district attorney.

W. Bacon, the representative here for Wryman & Bro.'s Copenhagen snuff, reports a steadily increasing sale of this brand notwithstanding the fact that the America Tobacco Co. is offering some extra deals in connection with Horse Shoe Brand Snuff.

Ralph M. Gans, of the William the Fourth cigar factory, spent a few days here calling on Rosenthal Bros., their distributors for this locality.

Joe Manning, of McGreenery & Manning, is sojourning for two weeks at Palm Beach, Fla

Many handsome window displays of Turkish Delights are in evidence and they are selling well for a new brand. Victor Sheppard and his high hat are certainly hypnotizing the trade.

F. R Ginn & Co. recently placed a large order with L. Miller & Sons for some Kozy cut plug, packed 2½ ounces, that retails for 5c package.

Goodwin Sisters' store at Scollay Square is in running order once more, and business has been fairly good with them.

M. Barnett, of Fleet street, spent a few days this week in Providence, and made a few satisfactory sales while there in leaf tobacco.

Leo Bieringer intends going to New York on the 12th for a brief stay in the Metropolis. The genial Herman will take charge until Mr. Bieringer returns, and Puritan Little Cigars ought to go well.

A. F. Rico, Havana importer, recently returned from a trip to Cuba

The American Tobacco Co. has come out with a new brand of tobacco called Social cut plug, at 33c a pound, and on an equal purchase of some of this brand and of Mayos cut plug there is a deduction of 2c a pound on the latter.

BEN ALL.

BUSINESS GOOD IN DAYTON.

All Factories on Full Time and Some Behind in Orders.

Dayton, O., Jan. 31, 1905

The writer was forcibly impressed by the healthy business conditions existing at present. A tour through the different cigar factories showed them all to be running about a full complement of employees, and the proprietors report business as flourishing. Some say they are considerably behind in their orders, all of which goes to show that business for the present year certainly looks promising.

Providing no serious set backs are encountered, 1905 should be a banner year in the tobacco industry.

The Miami Valley Leaf Tobacco Packers' Association will hold a meeting at the Phillips House, this city, early next month. These meetings are instructive and so far have been well attended. The affairs of the organization are in the hands of capable officials, and the Association is in a flourishing condition.

The J. P. Wolf warehouse, situated on East First street, on which the Germania Building Association, of this city, holds a mortgage of $100,000 will be reappraised. It was appraised several weeks ago at $180,000 but no bids were offered hence the reappraisement. It will be remembered that auction sales of leaf tobacco were conducted in this commodious warehouse several years ago by J. P. Wolf and W. P. Sunderland. It is now occupied by two large manufacturing concerns.

As stated in my last letter, the buying of the past two weeks of 1904 Zimmer has been prosecuted with such vigor that it would be a safe estimate to say that 80 per cent of last year's crop of said variety has been purchased. Old tobacco men in this vicinity agree that it has been many years since so large a proportion of a new crop has been bought so early.

The familiar face of William Linder, of Miamisburg, was seen on the streets last week. Mr. Linder told the writer that he had closed out his entire holdings of old tobaccos. He spoke highly of the 1904 crop, and stated that there were still some bargains in the country.

On account of the limited acreage of seed and Dutch of the 1904 crop these two varieties were "cornered" in short order. While the early purchases were, in tobacco parlance, bought right, the later buying brought good prices.

William Gregg, the tobacco buyer of Ingomar, Preble county, Ohio, has recently returned from a hunting trip to South Dakota. "Billy" reports a fine time, but game was not very plentiful.

J. C. Baggott, of the Gem City Tobacco Co., kindly conducted the writer on a tour of inspection through the home of the Dark Horse scrap tobacco. This is probably one of the most complete establishments of its kind in the country. The machinery for manufacturing their product is strictly up to date, and the goods they are placing on the market are par excellence. This firm through the effective management of Baggott has rapidly forged to the front, and the gradual but steady increase of their output is a clean testimonial of his effective administraion of its affairs. NIX.

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for

Choice Escojidas of

Remedios, Santa Clara

and Manicaragua,

Vuelta Abajo and Partido Factory Vegas

of Various Sized Lots

LOEB-NUNEZ HAVANA CO.

Packers of

Havana Tobacco

CONSULADO 142 and 144,

Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER
Manufacturer of

Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS.
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION MADE
5¢ 5¢
MANUFACTURED BY A.B. CLIME TERREHILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
VAMPIRE

CATALOGUE OF "BUSTER BROWN" PREMIUMS.

The Victor Thorsch Co., of Allentown, has issued an attractive little catalogue of the presents which are given for bands taken from the company's new "Buster Brown" cigar. The book is amusingly illustrated by the famous Outcault "Buster Brown" pictures, in addition to cuts of a number of the premiums offered, and contains the following pertinent introduction:

"We believe that every man who smokes is interested in some boy, either his own or some other one that is dear to him, and we have therefore specialized our list of presents with a view of arousing the smoker's interest through his affection for the boy. The quality of of our cigar is unquestioned, and we offer the presents listed in this booklet as a profit sharing plan, being convinced that a constantly increasing business will be the result. The articles offered in our list are all of standard quality and made by reputable manufacturers. The list comprises mainly articles for boys' wear, instruction and amusement. To the smoker we desire to emphasize the fact that we are not a part of, nor do we have any connection with any other cigar manufacturers or corporations, being strictly independent. Smoke 'Buster Browns' and let the bands help to make some boy happy."

WONT BUY FROM PLEDGED FARMERS.

Continental Company Isn't Angry, but Wishes to Avoid Litigation.

Lexington, Ky., Feb 3.

Manager Toewater, of the Continental company, of this city, has declined to purchase any tobacco from the farmers who signed contracts with the Burley Growers' company.

Mr. Toewater says that his action is not taken in order to demonstrate hostility toward the farmers on the part of the Continental company, but is due to the fact that the Continental is anxious to avoid any possible litigation that might likely occur through the purchase of tobacco already signed by the Growers' company. In some quarters it is said that the farmers who have signed a contract with the new company are bound by that contract and can not get out of it until the officers of the company announce that the deal is off.

NEW FACTORY FOR DOYLESTOWN.

The H. Sommer Co., of Quakertown, Pa., has leased a large four story and basement factory building at Doylestown, where they will at once open an up to date cigar factory under the supervision of Orris Halderman. This old and established firm has had a very successful business career, and this new factory is only another evidence of their aggressiveness.

Mary A. Steinhauer, the only female cigar manufacturer in this section of the State and who has been remarkably successful, is opening a new factory at Ridge Hill.

CONTINENTAL CO. LOSES SUIT.

Judge Miller Says Must Pay Back Taxes in Louisville.

Louisville, Ky., Feb. 6.

Judge Miller has handed down an opinion in favor of this city in its suit against the Continental Tobacco Co. to recover back taxes which are claimed to be due, approaching in amount $100,000. The suit was brought some weeks ago on refusal of the Continental Co. to pay the charged taxes, on the ground that it was exempt under an ordinance of 1898 exempting new concerns and manufacturing plants locating in Louisville, from city taxation for five years.

The ordinance was intended to attract capital to the city but in this case seemed likely to react against it.

The Continental Tobacco Co., as a New Jersey company, applied for the five years of exemption. As required by the terms of the ordinance, the usual questions were put to the concern, asking it to state its management, business and purposes, and among these questions was the following: "Is this a new concern?" This query was answered by the statement that, while the companies absorbed by the Continental had formerly done business here, the new concern had not, and, that, while it had before done business in New Jersey, it was new to Louisville.

Suit was filed for the years 1899 1903 inclusive. The defendant company interposed the claim that the concern would have moved to St. Louis except for the supposed effectiveness of the exemption, and that even if the city did not gain a new enterprise, it was saved from losing one.

Judge Miller ruled that the merging of several concerns into one company, which did not palpably change the city's commercial resources could not benefit by the terms of the ordinance which was passed solely to encourage bona fide new concerns to bring an addition to the city's industrial advantges. "This," said Judge Miller, "is not to be accomplished by the absorption of several already established concerns into one concern with a new name."

MINNEAPOLIS DEALERS ARRESTED.

Crusade Against Sale of Tobacco and Cigarettes to Minors.

Minneapolis, Minn., Feb 2.

The authorities in this State are determined to prevent the selling of tobacco and cigarettes to minors, and dealers are much more careful than they were. Charles Ross, who conducts a cigar store in this city, was arrested the other day on the charge of selling to minors, and plead guilty. He was fined $25 in the municipal court.

W. E. Magie, Theodore Kovallis and other dealers were also arrested, but entered a plea of not guilty and were held for trial. The arrests were made at the instance of C. L. Davis, the truant officer.

OUR TWO BIG SELLERS
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.
Union-Made.
All Tobacco---No Dirt; No Stems.

Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

RESERVED FOR
GEORGE W. PARR
Littlestown, Pa.
MANUFACTURER
of The
FERNSIDE 5-CENT CIGAR
The Brand that was Awarded a Medal at the World's Fair in St. Louis in 1904.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

IMPORTANT TO CIGAR DEALERS

The American Tobacco Co. is making a special drop shipment of CREMO cigars (Perfecto style), for account of their customers, in an attractive HUMIDOR containing 3,000 CREMO Perfectos 1/20's.

This very useful package for keeping cigars in perfect order for any length of time is sure to be appreciated by dealers who realize the importance of not only buying good cigars, but keeping them good until they reach the consumer.

You can secure this HUMIDOR containing 3,000 CREMO cigars of your jobber for $105.00, less 10% trade and 2% cash discount.

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5.)

Your born and bred book agent would have considered this as an invitation to select the most comfortable chair and proceed. This old gentleman cast upon us a look of gentle, impersonal reproof, delivered himself of another bow, and trotted out.

"All the Homes must have gone on the bum," commented Brown, brutally, "or else these chappies are out after tobacco money."

"All the same, it's a beastly shame," said I again. "Just think of those old fellows chasing about from one office to another, getting turned down everywhere they go. That last man has been something in his time, too. It wouldn't have hurt you to use a softer tone."

"Yes it would, too," retorted Brown. "That was a good reception to what they usually get. I was in an office the other day, when one of them came in with some kind of a periodical and couldn't get any of the clerks to notice him. He finally accosted one of the firm who was passing through, who glared at him for a minute and then roared out: 'Who the h—ll let a book agent in here?'

"I was polite to one of them some time ago, and he was so affected he almost wept. Sat down there and told me his whole life story. Said he had been comfortably prosperous until he began to get old and had sold out his share in a small business and thought he would take it easy for a little while and then accept a remunerative job which a lifelong friend had always offered him. His wife became seriously ill and stayed so for eighteen months and some operations and so on pretty nearly wiped him out. He decided to take the job and found that there wasn't any. He had become branded with the brand of ill luck and nobody wanted him. He had tried for one thing after another, until he had been forced to accept a job as agent, as literally the only thing he could get.

"He told me that he was insulted every day of his life, that in some offices, the boys and even some of the clerks' would get behind the desks, if the boss happened to be out and bombard him with shot from an elastic, while the others in the office looked on and laughed. He told me a whole lot of other shameful things and said that he couldn't get results at anything he tried, because he was always in a condition of chronic discouragement.

"And he talked and talked and talked," continued Brown, "until I had to tell him to go. So no matter how much I may sympathize with 'em, I can't afford to show it."

All the same, I say again, it's a beastly shame, and it seems to me that there isn't much difference morally, in knocking a man in the head when his powers begin to fail, as some of the savages used to do, or jeering and insulting him in his pitiful attempts to keep himself from starving to death.

THE OLD SALESMAN.

SALE OF HOME WAREHOUSE CO.

Louisville Tobacco Concerns Experience a Shake-up.

Louisville, Ky., Feb. 3.

It is believed that the Home Tobacco Warehouse Co. and the State Tobacco Warehouse Co., will shortly become members of the Louisville Leaf Tobacco Exchange.

These were the only warehouses in the city outside the Exchange, and with the Pickett, the only ones not belonging to the Louisville Tobacco Warehouse Company. This latter company is understood to be in control of the Leaf Tobacco Exchange. With the entry of the two remaining independent companies into the Exchange, the Louisville Tobacco Warehouse Company will have practical control of the entire tobacco warehouse business in this city, and will be able to fix all rates and regulations to suit itself.

The Home Tobacco Warehouse Co. was reorganized at a meeting held in Louisville, a few days ago and a controlling interest in the Company was sold to I. P. Barnard, President of the Louisville Tobacco Warehouse Co. The Home Tobacco Warehouse Co. has had a rather tempestuous career as an independent concern and Mr. Barnard stated after the meeting that he bought the stock in order to prevent a failure which would have damaged the whole market. The house will continue to be run as a separate establishment.

BANKS CAN NOW LEND MONEY.

Tennessee Growers Able to Secure Loans on Their Tobacco.

Nashville, Tenn., Feb. 3.

The State Senate has taken a radical step which will affect a great many growers and which is expected to work great benefit to them.

As a result of the agitation of the tobacco growers of Tennessee against the tobacco combine, the Senate has passed a bill amending the banking laws of the State so that the banks are now allowed to lend money on tobacco, a privilege which was not granted under the old laws.

Heretofore tobacco growers who needed money as their crops matured were compelled to deal with the agents of the combine and either accept such price as they were willing to pay or go without the money unless it could be obtained from private sources.

The association of growers is making a hard fight, and the bill passed for their relief is said to be a step which will be followed by later legislation on the same lines.

CINCINNATI RETAILER DEAD.

Frank Otting, well known in Cincinnati in retail circles, died last week. Heart disease and pneumonia was the cause. He was for years located at 536 Vine street. A widow and one son survive him.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 Marietta, Pa. Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO

C. RUPPIN---LANCASTER, PA.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

A LITTLE DULL IN CHICAGO.

Many Trade Visitors, But Cold Snap Interfered With Business.

Chicago, Ill., Feb. 4.

The coldest snap of the present winter has been experienced here during the past week, and has to some extent affected local trade, which at this writing is inclined to be dull.

In some instances, however, business is reported better than at this time last year, and on the whole keeps up to a very fair point.

Drawing a conclusion from expressions that combine the wholesale, retail and manufacturing interests pretty largely throughout the trade, there is no particular cause for complaint.

I. Wertheimer, of Wertheimer Bros., manufacturer of high grade cigars at Baltimore, Md , is in the city on a business trip. Mr. Wertheimer says business is exceptionally good with his house, as is evidenced by some of the big orders they are receiving from various points. The firm is especially gratified with the growing popularity of their La Rosa de Carroll and El Worth brands.

John H. Rohrer, a prominent leaf man of Germantown, Pa., was calling on the trade a few days during the week.

W. L. Lyon, one of the well known manufacturers of cigars of Appleton, Wis., is among late callers.

George C. Knispel, of St. Paul, who is the secretary and treasurer of the Kuhles & Stock Co., spent a short time visiting Chicago trade this week, and left for his home again Saturday night. Mr. Knispel spoke very encouragingly of the business outlook for the season from indications of the present, and felt pleased with the liberal patronage enjoyed by his firm throughout the country.

M. Newlander, cigar manufacturer of New York, is a recent visitor. Mr. Newlander formerly did business here, and his Chicago friends are always glad to see him.

Charles Miller, the well known representative of L. Sanchez & Co., Tampa and New York, lately returned from a trip to the West and Northwest, taken in the interests of his firm.

Jake Wertheim, president of the United Cigar Manufacturers, is among late visitors from New York.

Sol Rosenor, vice president of the Havana-American Company, was among late business visitors.

H. A. Robst, local agent of Celestino, Costello & Co., of York, Pa., speaks encouragingly of the growing demands, backed by constant orders, for The Barrister and Little Barrister cigars handled by his firm.

The police department is sending out circulars among the dealers, the import of which is a strong warning against any violation of the cigarette ordinance.

John J Dolan, the well known down town dealer, has enlarged his growing business by two new accessions during the past week. He has bought the cigar store of Louis Von Klein, at 71 Clark street, and will take possession March 1. He has also leased the store now occupied by Phil Samuels, at 123 LaSalle street, of which place he will take possession about May 1.

E. R. L.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

AMERICAN
Leaf Tobacco Co.
INCORPORATED,
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
LEAF TOBACCO
Shade-Grown SUMATRA, in Bales
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130. Bell, No. 1878. 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Our correspondents write:

North Hatfield: "About 30 tons of tobacco have been drawn to the assorting shops in this locality the past week."

Hadley: "C. H. Kellogg, of North Amherst, has sold his 1904 crop of Havana tobacco to Jones, of Hatfield, agent for Meyer & Mendleshon, of New York, for 16c in bundle. It was an excellent crop, and cheap at that price. There was about two tons of it. Tobacco in this town is all in the bundle. There is scarcely any news in the tobacco line. The 1904 crop is all bought up in most instances at private terms, and I can not get the figures."

North Hatfield, Mass.: "Cooley B. Dickinson has sold his Havana tobacco to Mr. Knowlton, of West Acton, a manufacturer of cigars in Boston. George Anderson sold 1½ acres at private terms, about 2,500 pounds. John & Dennis Fitzgibbons have sold about 7 acreas to Keiff, of Westfield, Mass., at private terms. John Slattery has sold his crop of Havana, about 5 acres, at private terms. Charles Carson one acre at private terms."—American Cultivator.

EDGERTON, WIS.

A week of almost continuous zero weather has interfered somewhat with the movements of tobacco dealers in country districts, but despite these discomforts a moderate amount of business has gone forward involving both old and new leaf. The activity of dealers to gather in the remnants of old stock left in country hands gives promise that very little will soon be left that can be lifted at anything like reasonable figures. There is also a quiet picking away at the new crop, but at prices that seldom exceed the 8c mark.

Among packers a fairly good trade is reported, though generally of low grade goods in smaller lots. The Davidson packing at Westby of some 300cs of '03 has been sold to a local packer.

While the deliveries so far have been ample to keep the packing houses running, the time is soon coming when dealers must accept parts of crops or close down their sorting rooms to await the time when farmers can take down their hanging leaf. The Sparta branch of the American will about work up their goods already received this week. A season of casing weather would greatly facilitate the warehouse handling of the crop.

Shipments were 500cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The month has been very cold, harsh weather preventing handling largely, as well as the organization of planters to combine and hold for higher prices. The movement is gaining rapidly and promises to revolutionize the market. Some planters have held off and are selling their crops at 5¼, 6, 7, 8c crop round, loose. As the crop is only 60 per cent, the organization is in a strong position to command the highest prices for several years. The movement of Hhd. tobacco was fair, with sales all private. The American Tobacco Co. was a liberal buyer, taking advantage of the relative difference in prices of old stock and new crop.

Lugs—Common, none; Medium, 4¼ to 4¾c; Good, 4¾ to 5½c.

Leaf—Common, scarce; Medium, 6 to 7½c; Good, 7½ to 9c.

Double Old Stock Dark Leaf, 16 to 22 in., 5 to 6½c.

MONTHLY REPORT—JAN.

	1904	1903
Receipts for month,	1,000	10
" year,	100	10
Sales for month,	203	212
" year,	203	212
Shipments for month,	453	213
" year,	453	213
Stocks on sale,	524	1,491
" sold,	660	524
Stocks on hand,	1,184	2,005

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in Jan. were	312 hhds
Sales " " "	265 "
Shipments in" "	430 "
Total stocks Feb. 1,"	1,132 "

Buyers' stocks, Feb. 1, 329 hhds; Sellers' stocks, 803 hhds.

Our receipts this week were 68 hhds; offerings on the breaks, 14 hhds; sales, 34 hhds.

There is no improvement in the quality of the offerings, consisting of the lower grades of leaf and lugs. The market remains firm to strong.

There is nothing doing in the loose tobacco market. The Planters' Association seems at present to have firm control of the bulk of the 1904 crop, and reiterates its determination to largely reduce the planting this year.

We have had a week of wintry weather, the thermometer registering 4 degrees on the 2d, and 5 on the 3d. We have had three falls of snow, and the Cumberland river is nearly covered with floating ice and may freeze over.

For Old Tobacco we continue to quote as below, prices running mainly to the outside figures:

Low Lugs	$3.50 to $3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.75 to 5.50
Common Leaf	5.75 to 6.75
Medium Leaf	7.00 to 8.00

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
Successor to J. Neff
MANUFACTURER OF
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"Stage Favorite," a 5-cent Leader, known for Superiority of Quality

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

SEC'Y WILSON BLAMES STOCK COS.

Connecticut Shade-Grown Failure Result of Too Great Commercial Eagerness.

Washington, D. C., Feb. 4.

Secretary Wilson, of tha Agricultural Department, has assigned the failure of shade grown Sumatra in the Connecticut Valley, to the over-eagerness and enthusiasm of the commercial companies which were formed to push the project. Mr. Wilson was informed that a number of the growers in that section of the country who had lost their money in the scheme, were bitterly blaming the Bureau of Soils for alleged misleading reports from their experts, which were endorsed by the Secretary, and he promptly said that the whole trouble was caused by the fact that the commercial companies went into the affair too heavily.

"We have heard a whole lot about this failure of tobacco growing in Connecticut," said Secretary Wilson, "and the complaints appear to come principally from those who went into it too heavily in a commercial way. Large companies were formed and stock was sold all over the country on a scale which should never have been attempted. The Government did not recommend commercial enterprise of that sort."

An expert of the Bureau of Plant Industry who has been investigating the Connecticut field, thinks the failure due to the manner in which the seed was affected by the changed climatic conditions. The Government has recently conducted a series of experiments which apparently prove that an excellent grade of Connecticut-Sumatra cigar wrapper can be grown in Connecticut under the shade-growing plan beginning with the second or third year's crop.

NEW BRANCH FOR A. T. MORRIS.

The A. T. Morris wholesale cigar house of Cincinnati, O., will open a branch house in Shelbyville shortly. This move will be advantageous not only to dealers in the latter town but the accommodation will extend to neighboring towns as well. The company has branches pretty well scattered over the country. Clyde Poulter will be manager of the new branch.

TEXAS CIGARS ON THE MARKET.

Shaping up as a Definite Industry in Lone Star State.

The Nacogdoches Cigar Company, of Nacogdoches, Texas, has been incorporated by John Schmidt, L. Miller, F. C. Ford, J. E. Mayfield and E. C. Brand, with a capital stock of $10,000. The capital stock is all paid in.

The Company's factory is about ready to begin operations and will utilize the entire tobacco crop raised and cured by the Government experts which has been purchased by the Company. The marketing of this product in the form of cigars will constitute a decisive test of the availability of Texas soil for tobacco farmers.

A meeting was held a week or so ago in Palestine, Texas, in which G. T. McNess, chief tobacco expert of the Government, had a consultation with a large number of interested farmers. Mr. McNess was accompanied by a number of other experts and the Government party explained that the Government soil survey of Anderson county discloses the fact that it embraces within its limits 102,000 acres of the Orangeburg sandy loam, demonstrated by actual test in the growing, to produce a filler equal to the best grown in Florida, if not in Cuba.

The representatives of the Government require that as much as fifty acres shall be planted in this section. The acreage was made up in the hall before the meeting closed and it will be largely increased by the time the experts return to begin work.

The headquarters in Texas of the Government experimental work in tobacco will henceforth be in Palestine. The plan is as follows:

The government will maintain an expert here without expense to the growers who will select the ground upon which to plant the crop, give advice and instructions necessary to the planting, growing and gathering of the crop, building of suitable barns, etc. The expert will visit each growing crop once a week. Mr. McNess says, as a conservative estimate, 700 pounds could be grown to the acre, and that it would cost the growers from 9 to 10 cents a pound to grow and take care of it the first year, this including cost of barn in which to cure the leaf.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
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OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
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W. E. KRAFT
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"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

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Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

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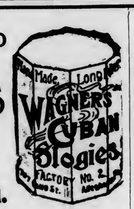
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



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HOPKINSVILLE, KY.
PADUCAH, KY.
Cable Address. "CLARK."
Clarksville, Tenn.

GROWERS SELECT PRIZERS.

The Dark Tobacco Growers' Association of Trigg county, Ky., has selected the following parties as their authorized prizers in this county: J. W. Hancock & Co., Cadiz; L. M. Crutchfield, Canton, and Turner & McMurray, Cerulean Springs.

Business Changes, Fires, Etc.

California

Los Angeles—Moses Dawson, cigars; discontinued

Connecticut

Deep River—J A O'Connor, cigars; dead

District of Columbia

Washington—W B Kirtley, cigars and tobacco; chattel deed of trust; $300

Indiana

Albion—I Kiblinger, cigars; sold out
South Bend—Harry B Alward, cigars; succeeded by Geo D Beroth

Maine

Richmond—H H Hersey, cigars, etc; bill of sale, $1

Michigan

Jackson—H J Olsen, cigars; chattel mtge, $5,000, renewed

New York

New York City—The following were damaged by fire: S Levy, cigars; Levy & Son, cigars; Zinser & Co., cigar boxes ——Morris Futterman, cigars, etc; petition in bankruptcy

Ohio

Cleveland—Peter Weiss, cigars; petition in bankruptcy
Dayton—The Bucher & Bucher Co, cigar manufacturers; R E mtge, $8,000
Spencerville—J F Book, cigars, etc; sold out

Oregon

Portland—W A Moore, cigars, etc; sold out to C Scott

Pennsylvania

Reading—Charles M Yetter, cigar manufacturer; changed to Charles M Yetter Co (Inc)

Washington

Seattle—C M McDaniel, cigars, etc; bill of sale, $120

PATENTS RELATING to TOBACCO, Etc.

781,488 Cigar perforator; Caspar Blumer, Guttenberg, N J

781,489 Tobacco stripping machine; John W Blundell, G J Ragsdale and H C Pledger, Nottingham, England.

781,181 Disinfectant holder for mouthpieces; Wm K Brackett, Alameda, Cal

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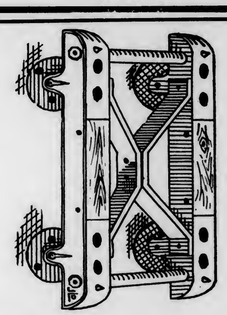

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FOR SALE BY ALL DEALERS
VIRGINIA PERIQUE

MIXTURE
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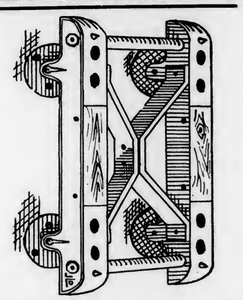

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PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
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Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
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550 Times Sweeter than Sugar
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THE AMERICAN TOBACCO CO. NEW YORK.

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National Cigar Boards outlive the man who uses them. Are made of hard seasoned maple,—glued and bolted to last a life time. Have polished surfaces which never streak or spot.

National Cigar Cutters are accurately gauged. Handles are riveted on,—no chance to work loose. Knives are hard steel. Springs guaranteed to stand the hardest wear.

National Cigar Knives are sharpened and honed ready for use. These knives are made for clean cut work,—never tear the leaf,—the steel is better than most razors.

National Cuban Blades are better still,—edges finely tempered and set by thermometer test,—the kind which satisfies.

Now use the coupon.

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Allentown, Penna.,
U. S. A.

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NATIONAL SELLING CO., Allentown, Pa., U. S. A.
Give me prices and particulars and send your complete catalog.
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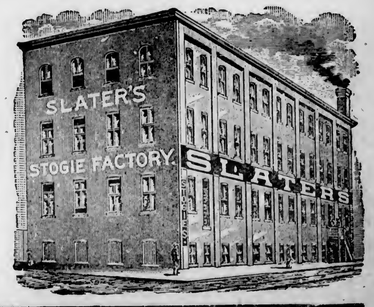

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ESTABLISHED IN 1881 Vol. XXV., No. 7. | PHILADELPHIA and NEW YORK, FEBRUARY 15, 1905. | ONE DOLLAR PER ANNUM. Single Copies, Five Cents.

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We know of no better way of **Getting** and **Holding** business than by using the **VERY BEST LEAF TOBACCO** that can be gotten. You may ask yourself, Where can I get the best? **WE** have been supplying many in the trade for years, and **Can Surely Fix You Up.**

THINK IT OVER

We might preach to you until doomsday about our **Sumatra, Havana** and **Seed Leaf Tobaccos,** and our methods of doing business, and yet never tell you as much as a trial order would convince you of in a few days.

COME IN TO SEE US

We will show you the best leaf that grows, and no matter how small your needs may be, we give you the most painstaking attention. That is the way we keep our trade.

And don't get the idea that we are high priced. We're not. While we have the qualities of high priced goods, our prices are really the lowest.

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One of Roedel's Best
THAT IS SAYING A GOOD DEAL
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"Clean as the Food You Eat" Vesper CIGAR 5

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Manufacturers,
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(NICKLEBY, 5c.)

NAPOLEON 5¢
Channing Allen & Co.
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Most Popular All Havana Cigar Made
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White Knight
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THE TOBACCO WORLD

REVENUE OFFICIALS SCORED.

Khedivial Co. Says Seizure of "Orients" Was an Outrage.

Tobacco World Publishing Co.:

In your last issue you have an article headed "Wrong Stamps on Orients," in which you comment upon the seizure by the internal revenue agents at Philadelphia of the stock of Orients in the hands of Philadelphia jobbers and sub jobbers.

Your remarks are absolutely wrong, and your information consequently incorrect. The seizure was made by Chief Agent Alexander without authority, and as soon as our attention was called to the fact we communicated with the Commissioner of Internal Revenue at Washington, who ordered the seizure stopped and the cigarettes returned to the dealers, all of which was done.

This seizure was an outrage, and is now receiving careful investigation by this company. The Orient cigarette is stamped with the 54 cent stamp, and the cigarette is sold according to the revenue law providing for the issuance of cigarette stamps at this price. This cigarette we have made for us, and the manufacturer of the cigarette complies with the law and sells the same to us at the lawful price, as provided for by act of Congress. Our contention is a just one—that in reality we are jobbers of this cigarette and not manufacturers, and we have the right to sell our goods at what price we please.

The Orient is the most successful of all 5 cent cork tipped cigarettes, and has forced our largest competitors to follow us up in this direction, and by the time we get to the bottom of this seizure we will place the blame and instigation of the same where it rightly belongs, and you can bet dollars to door nails that this was the work of one of our large competitors. We have all the information we want, we believe, to make it very warm for the revenue officers in Philadelphia and the fellows they did business with to start on this nefarious plan of theirs.

One of the most extraordinary things in connection with this seizure was that all the sub-jobbers and Jewish jobbers of Philadelphia and the large Jewish retailers all had their stocks seized; but the stocks of the more wealthy and Christian dealers were unmolested. All the special agent office did in this regard was to telephone these people not to sell the goods, but made no seizure. There is room to read between the lines in this action, and, as I have said previously, by the time we get through with the investigation, there certainly will be a hot time in the camp somewhere.

Yours very truly,
THE KHEDIVIAL CO.,
Sam H. Harris, Pres.

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C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
THE TOBACCO WORLD

SMOKE KLEIN BROS. ADROSO BOSTON

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

EISENLOHR'S Cinco Philadelphia CIGARS

"Clean as the Food that it is" Vesper CIGAR 5

LORD LANCASTER, 10c.
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615 Market St., Philada.
NICKELBY, 5c.

NAPOLEON 5¢
Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4886-A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEYWEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

WHITE KNIGHT
CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
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F. H. POWELL'S LA FLOR DE Oxus CELEBRATED 5¢ PHILADELPHIA CIGARS CAMDEN

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

REVENUE OFFICIALS SCORED.

Khedivial Co. Says Seizure of "Orients" Was an Outrage.

Tobacco World Publishing Co.:

In your last issue you have an article headed "Wrong Stamps on Orients," in which you comment upon the seizure by the internal revenue agents at Philadelphia of the stock of Orients in the hands of Philadelphia jobbers and sub jobbers.

Your remarks are absolutely wrong, and your information consequently incorrect. The seizure was made by Chief Agent Alexander without authority, and as soon as our attention was called to the fact we communicated with the Commissioner of Internal Revenue at Washington, who ordered the seizure stopped and the cigarettes returned to the dealers, all of which was done.

This seizure was an outrage, and is now receiving careful investigation by this company. The Orient cigarette is stamped with the 54 cent stamp, and the cigarette is sold according to the revenue law providing for the issuance of cigarette stamps at this price. This cigarette we have made for us, and the manufacturer of the cigarette complies with the law and sells the same to us at the lawful price, as provided for by act of Congress. Our contention is a just one—that in reality we are jobbers of this cigarette and not manufacturers, and we have the right to sell our goods at what price we please.

The Orient is the most successful of all 5 cent cork tipped cigarettes, and has forced our largest competitors to follow us up in this direction, and by the time we get to the bottom of this seizure we will place the blame and instigation of the same where it rightly belongs, and you can bet dollars to door nails that this was the work of one of our large competitors. We have all the information we want, we believe, to make it very warm for the revenue officers in Philadelphia and the fellows they did business with to start on this nefarious plan of theirs.

One of the most extraordinary things in connection with this seizure was that all the sub-jobbers and Jewish jobbers of Philadelphia and the large Jewish retailers all had their stocks seized; but the stocks of the more wealthy and Christian dealers were unmolested. All the special agent office did in this regard was to telephone these people not to sell the goods, but made no seizure. There is room to read between the lines in this action, and, as I have said previously, by the time we get through with the investigation, there certainly will be a hot time in the camp somewhere.

Yours very truly,
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INTENTIONAL SECOND EXPOSURE

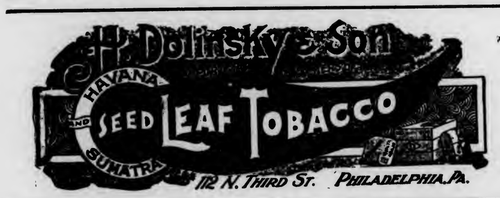
J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1845
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.



The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**
118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana Y&N
217 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.*

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
Title & Design Registered
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

CAN THE PRICE BE RAISED ON AN ESTABLISHED BRAND?

In another column of this issue appears a letter to the editor from Mr. E. J., which I have had the privilege of reading and which interested me, although it broaches nothing new.

The correspondent wants to know why all these infinitesimally close calculations between grower, packer and manufacturer must take place whenever there is a universally short crop or a blight, or, in short, a great scarcity, when the whole matter might be adjusted by simply soaking up the price a little to the consumer.

The farmer finds that he will be able to harvest only a small percentage of what he expected and what his soil usually yields. Prices are not so high at any time that he can afford to lose any of his prospects, and he must make his short crop bring him in as nearly as possible what a good one would have done. This he is able to do by the law of demand.

The leaf dealer must have the leaf, and at a time when every grower is in the same boat he has to pay what is asked or go without. The leaf dealer is not in business for his health, and he figures out the usual expense of buying, storing, selling and delivering, gives himself a fair margin and quotes prices to the manufacturers.

The manufacturer growls like the devil, but it is the same with every leaf house he goes to, or whose salesman comes to him, and he finally buys what he has to have. He has a number of established brands which go to the consumer at set and universally known prices. He must keep on selling to the jobber at practically the same prices, inasmuch as the jobber is not in a position to raise his prices to the retailer.

Accordingly, the manufacturer gets to work with his pencil and does some mighty close figuring. If the prices he has paid for his leaf are so high that, in order to turn out the same cigar he must do business at a loss or for nothing, he doesn't hesitate. He simply works out a cheaper blend.

Until times get better, the consumer gets a poorer cigar for his money, and sometimes he notices it and sometimes he doesn't.

This is the situation, and, as I said, there is nothing new about it, only I haven't heard E. J.'s proposition to raise the price to the consumers for so long that it sounds fresh to me, and I would like to know whether it has really ever been given a fair test on a cigar that commands its own trade, say like the Cinco.

It is a generally accepted fact that it can't be done. "You can get out the same cigar under a different name and trust to luck for it's catching on," say the wise ones, "but you can't raise the price of the same brand under any circumstances. It would ruin your market."

I am not in a position to say whether that is merely everybody's opinion based on what seem the probabilities, or whether the thing has been tried by somebody who got badly hit. I would like anybody who does know about it to tell me.

The consumer has to pay extra for all his necessities when there is a scarcity, and he has become so used to it that he hardly grumbles. Lots of men will do without what are generally regarded as necessities before they will call in their tobacco, and the point seems to hang on the question of how vital the quality of his cigar is to the smoker.

Certain men have smoked the same brand for ten years, and swear that it has been absolutely the same all the time. Of course it hasn't been. Sometimes the quality has been very much poorer for a while, and sometimes it has been cheapened to remain so permanently.

I believe that it pays to take the consumer into your confidence, for it gives him a knowing feeling that he likes to have and is willing to pay for. For instance, if the whole process were explained to the consumer as to just why he would have to pay six cents for a cigar which he could feel sure was of the same quality that he had been paying five cents for, the chances are that he would pay his little six cents cheerfully and pity the poor ignorant son-of-a-gun who was paying a nickel and getting a roll of cabbage.

The trouble is that no manufacturer is tumbling over himself to start it. He

(Concluded on page 7)

Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia
Hollard's

F. V. ESHLEMAN,
1600 Arch Street, Philadelphia,
MAKER OF

HAVANA CIGARS
A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

UNDER your counters, high up on your shelves or poked away somewhere, is always an accumulation of old goods that lay there dead. Oftentimes they are likely to stay there forever, paying no rent for the space they occupy, unless you take some special means to sell them. It is far better to sacrifice your profit on such goods than to hang on to them because you are afraid of a little loss on the cost prices. It is simply the difference between the problematical or theoretical value of the goods to you, and the actual money you can obtain for them and thus get the use of. Give this class of stock attention periodically.

A good plan is to place certain classes of goods under the direction of a certain clerk who when he sees an accumulation of stock, can notify the proprietor so that some method can be employed to move these goods.

One of the best ways to do this is to offer them as a rebate or present to the customer, as an inducement for cash trade. Oftentimes goods lie upon the shelf because customers do not know their value. If they are offered as a rebate for cash trade, their value will become known and their sale stimulated. In this way you could use the check issued by the register, giving so much of the goods for every $5 worth of checks returned. An electro can be made for a trifle of from forty to sixty cents, with such printed matter as may be desired.

It is well to remember that if, for instance, you should give 50 cents worth of goods for $10 worth of checks returned, these goods do not cost you 50 cents, although they are worth that to the customer. The actual cost may be 35 cents, which would represent the actual cost of this rebate to you. This check, upon which the rebate is advertised, will not only assist in the disposal of your old goods, but has many other great values as well.

Another good method is to have bargain counters, where these goods can be displayed and advertised at reduced prices. All stores have more or less custom, which is drawn by bargains.

The bargain counter should be made as attractive as any in the store, with the goods displayed to the best advantage. It should be kept scrupulously clean. The packages should always be clean. A clean and attractive counter, properly displayed, holding such goods at reduced prices, will undoubtedly move them.

Goods of this character can be sold between certain hours of the day, or on certain days. A specified day in the week can be known as "Bargain Day," when goods of this character will be displayed at reduced prices.

It is well to remember, in this as in other points of store management, that ONLY UNUSUAL METHODS CAN ACCOMPLISH UNUSUAL RESULTS.

KEEP THINGS LOOKING WELL.

YOUR spare time—and many dealers will find there is considerable spare time in the aggregate during the week—cannot better be occupied than by brightening up your stock. There is nothing more depressing than a dingy, fly-specked cigar store. Even a chronic loafer does not feel like loafing in it.

A certain dealer in Philadelphia complains steadily of poor business. He says that when he went into business at his present location he did very well. Now he has to squeeze to get out a living. Why? Well, for one big reason, because his store and stock are just as shabby as they could possibly have became in the time they have been there. One by one the customers have been won over by the brighter stores that sprinkle the neighborhood and there have been very few new ones. Here are a few hints which ought to be remembered by every dealer, and when he grumbles that it is poor policy to do twenty-five cents worth of work on a $1 pipe, he must remember that he is getting a benefit of 25 cents worth on the improvement in the appearance of the stock.

Mouth-pieces to pipes often suffer from exposure to the light, which causes them to take on a dull and sickly appearance. Those of amber and amberoid frequently assume a greasy appearance, but are readily improved by wiping with a piece of tissue paper, slightly dampened. Moisture cannot injure mouth-pieces of this description. Horn mouth pieces require dry rubbing only. Cheap vulcanite or rubber mouth-pieces are apt to become covered with a sort of whitish bloom if exposed for any length of time, but this can be quickly removed by rubbing with a damp rag.

Plain meerschaum goods may be cleaned with an ordinary silk handkerchief, but care should first be taken to remove all dust by means of a soft brush, as should there be any particles of grit on the bowl, rubbing the surface of the pipe, even with a silk handkerchief, would be apt to produce scratches. Sometimes there may be smuts or marks upon the meerschaum which cannot be removed by dry wiping, and in such cases it may be necessary to give them a careful washing with a soft sponge, and a small quantity of soap and water. In such cases extreme care should be taken not to allow any of the water to reach the inside of the pipe, or it will be practically ruined. As soon as the washing is completed, the meerschaum should be quickly wiped perfectly dry, and polished with a silk handkerchief.

In the case of carved meerschaum goods, great care should be taken by removing the dust, by means of a small, soft brush, but, as a rule, only an expert should be entrusted with the work of cleaning these goods, when anything further than the removal of the dust is required.

The interior of pipe and cigarette holder cases should be brushed out from time to time, and those covered with leather in the natural color can be improved in appearance by the application of the white of an egg, as in the case of leather and cigarette cases.

The rewaxing of meerschaum pipes is a most difficult operation to be undertaken by a person without previous experience. It can, however, be done without a great deal of trouble if great care is taken.

It is first necessary to remove the mouthpiece, and with a penknife thoroughly scrape the whole outside of the pipe. Remove also with the knife from inside the bowl, the residuum adhering to it, technically called the "coal," and clean out the stem thoroughly. A little alcohol poured into the stem will be found useful for this purpose.

Then cork the bowl and the mouthpiece end of the pipe up tightly. Place it in a saucepan of cold water on a slow fire until the water nearly reaches boiling point. Care must be taken at this point that the meerschaum is not left in the water until it actually boils, or the consequences might be serious.

When cold the pipe must be thoroughly well polished with Sapolio, finishing off by rubbing with a dry silk handkerchief.

Then heat some white wax, which must be heated on the top until it is melted down to the required state of liquefaction. While the wax is melting the pipe must again be placed in the hot water, so that the melted wax may be applied with a piece of flannel to the hot pipe.

This is the critical part of the operation, and the greatest care is necessary in applying the wax so that it may be put on perfectly even. If this is done successfully the surface of the pipe when dry will not break out in lumps or patches.

The success of this experiment depends to a great extent on the genuineness of the white wax—and, for the benefit of the uninitiated, it should be mentioned that this substance is made up in thin, round cakes, and that paraffin wax, which is similar in color and much cheaper, might be offered as a substitute for the genuine article—a substitution against which the man who attempts to rewax a pipe should be on his guard.

• • •

IMPORTED CIGARS HEAVIER.

"THE wholesale cost of imported cigars this winter," said a well know salesman to a retail customer, "is from seven to ten per cent greater than last year, which is due to the fact that the tobacco of the last season's crop is heavier in weight than that of the year before.

"As a result, each individual cigar is heavier and the customs duty, which is levied by weight, is greater. This difference will be divided between the manufacturer, the jobber and the retailer, but the customer will get a heavier cigar for his money. This, however, does not mean that the cigar will be any better from a smoker's standpoint. The weather conditions in Cuba last summer are responsible for the increased weight in the leaf.

"Last year's tobacco crop was a large one, probably the largest ever harvested on the island. Since American interests have assumed control the industrial conditions have shown wonderful improvement, and the island is in better shape than ever before in its history. American capital is responsible for that. American methods have supplanted Spanish methods, and the transformation has been a wonderful one. Most of the Cubans, I believe, favor the island's becoming a part of the United States, although there are some left who favor the old Spanish regime.

"American methods have made the island, especially its cities, inhabitable for Americans, and, as a result, many people now go there from this country for vacations, as well as for business."

• • •

LOOK TO YOUR PROFITS.

THE amount of profits you receive from your business does not depend alone upon the amount of business you do. There are two ways of increasing the profit in any business. One is to reduce your operating expenses to the minimum. The other way is to increase your sales and get the increased profit from this increased business.

The dealer, of course, should see at all times that his expenses are not unnecessarily high. It must be remembered, however, that it is not always economy and best business principle to reduce your expenses to the point where your business suffers in consequence.

Probably what will lead to increasing your profits more than any one thing, will be to provide a system in your store that will prevent the leaks and losses which now lessen the amount of your yearly profits. Wherever anything is left to chance, whether it be in the general management of a store or the handling of cash received by the clerks, losses are sure to follow.

Every possible effort should be made by the storekeeper so to systematize his business that every clerk is responsible for every cent he receives and for every item he charges.

• • •

POOR TOBACCO!

HERE is a cheerful, unbiased little comment on tobacco which appeared in a Kansas paper and which embodies a number of timidly expressed statements which every dealer will be glad to learn to recite at the annual lodge banquet;

TOBACCO.

"Tobacco is inpurity's hand maid; no advertisements are so vile as those that advertise tobacco, no pictures so corrupting as those on cigarette packages. Business men oppose the use of tobacco among their employees because it deadens the moral sense."

"Duke, the millionaire manufacturer of cigarettes, boasts that he never smoked one of the dirty things in his life."

Nearly all cigarette smokers have diseased lungs.

Ringing Up Sales on a National
IS THE EASIEST WAY TO *SAVE MONEY*

A COMPLETE RECORD of the day's business, showing each sale and the total of all sales, is furnished by a National. Payments received on account, charge sales and money paid out are shown separately.

We can prove to any merchant who will write us, mentioning this paper, that a National will save its cost each year, in addition to giving an absolute check on his business.

National Cash Register Co.
Dayton - - - - Ohio

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

would have to take more or less of a big chance in blazing the way, knowing that if he lost out all the other manufacturers would give him the laugh, whereas if he won, they would come falling in after him. It would be missionary work of the purest, for every manufacturer is bound by his brethren.

If that were not so, a manufacturer after cheapening his brand and getting the same price for it, might maintain its low quality after he was able to buy leaf cheaper, and thus make all kinds of profit. Alas, for that, the man who makes the rival brand does put the Havana back again, and if one consumer doesn't notice it another does, and it gets around, to the decided detriment of the the first brand. Independence is too often a costly quality.

It certainly would be interesting, though, to see what would happen if, after an unusually bad year for tobacco, some firm like the Cinco manufacturers, which cigar has got this market dead to rights if any cigar ever had, should announce that six cents was to be the price until things got better. A whole lot of other manufacturers would dance with glee, but there would be something doing for a while at any rate.

PATENTS RELATING to TOBACCO, Etc.

781,972 Match; Edward Thorn, Utica, N Y

37,327 Design, member for match safes; Albert T Ogden, Poughkeepsie, N Y

ALAS! THE CHEWER IS DOOMED.

The Continental Tobacco Co., or more properly speaking, the American Tobacco Co., together with the many other manufacturers of plug tobacco in this country, are about to receive a terrible blow. The business, as a business, may survive, but it will be sadly shaken. On the wings of disaster comes the following from Macon, Mo.:

The most sinister bill before the Missouri legislature at present is being promoted by Jean Simmons of the adjoining county of Shelby. During vacations of the legislature Mr. Simmons operates a skunk farm near his home town of Clarence, and though twelve miles away, if the wind is right, the people of Macon are aware of any disturbance among the legistator's fur colony. Mr. Simmon's bill is aimed particularly at the men who gather around the village stores of an evening and discuss the weather of '49 and methods of running the government. It says: "Every user of tobacco is prohibited from evidencing his habit by disfiguring public sidewalks in any city town or village, or upon the floor, stoves, barrels, boxes or any article of merchandise or furniture in any store, public building, railroad or street car, church or school building in the state."

Mr. Simmons measures 6 feet 2 inches toward the sky and weighs 225 pounds. During the season he umpires baseball games for the North Missouri league, and there is no recorded instance of one of his rulings being questioned. His skunk farm is his greatest source of revenue, and he says his stock is attar of roses compared with a man who chews.

—William F. Foley, of Mahanoy City, has been engaged as salesman for the American Tobacco Company in Pennsylvania and West Virginia.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
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DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
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PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA MARKET ACTIVE BUT BUYERS CAUTIOUS

Owners of Certain Styles Ask Tip-Top Prices, and Buyers Cut Transactions Close for Fear of Being Caught With Big Stocks by a Large 1905 Crop.

[Special Correspondence of The Tobacco World.]

HAVANA, February 6, 1905.

The Havana market has continued active during the past week, the volume of transactions not reaching larger proportions owing to the scarcity of certain styles, for which the owners asked prices way above the ideas of the buyers. Many of the latter have on this account curtailed their purchases for fear of being caught with large stocks on hand if the coming crop should be a good and large one.

From present appearances, however, it does not seem as if the 1905 growth will be larger in the amount of bales; on the contrary, reports still claim a shrinkage more or less in the tobacco growing sections; therefore, as the stocks held here are greatly reduced, a retrograde movement in the prices does not seem probable.

As far as quality is concerned, there will doubtless be good, medium, indifferent and poor tobacco as every year, only the respective percentage of each class is in doubt until the leaf shall have undergone all the various manipulations before it is placed in bales and has successfully passed the last fermentation process.

As far as Remedios tobacco is concerned, one American export house here was blamed for having paid high prices in the beginning of last year's packing season, but it seems now that after all this was only a shrewd business operation in order to protect the interests of their customers, and which at present has placed this particular house in a position to meet the wants of their friends, the high prices paid therefore being justified. Unless something unforeseen happens, the 1905 crop of Remedios will be only a small one, and prices for same may rule as high or higher than last year.

In the receipts of tobacco from the country of last week there appear 3,200 bales as having been brought here from Santiago de Cuba, and which, having been purchased by the buyers for the Spanish Regie, do not increase the stocks. The sale, having been reported previously, is not included in this past week's transactions from the port of Havana.

Sales

foot up a total of 7,892 bales, consisting of 6,217 bales of Vuelta Abajo, 575 of Partido and 1,100 of Remedios. The American buyers took 5,585, local manufacturers 1,007, and 1,300 bales were taken for Europe by the French Regie buyers.

Buyers Come and Go.

Arrivals:—Simon Heineman, of Montreal, Canada; B. Wasserman, of the B. Wasserman Co., Emanuel Friend, of Friend & Co., Morris Levi, of Levi, Blumenstiel & Co., all of New York; I. Bernheim, of I. Bernheim & Sons, Havana; Milton Herrold, secretary of the Loeb-Nunez Havana Co., Philadelphia and Havana; Gustave A. Mueller, of Gustave A. Mueller, N. Groomes and T. Elson, of the Groomes & Kennedy Co., Chicago; Salvador Rodriguez, of Salvador Rodriguez, Tampa and New York.

Departures:—Captain Mike Flaherty, A. and N. E. Guedalia, Morris Levi, Marcelino Perez, for New York; A. D. Eisendrath, B. Barron, I. Spector, A. Waldman, Matt Wengler, for Chicago; Conrad Reichert, Milwaukee; Felix Eckerson, Ventura Blanco, G. S. Mahn, C. C. Rosenberg, Charles E. Crawford, Joseph Hollard, for Philadelphia; A. Gestal, for Tampa; J. E. A. Blais, Roger Pierce, for Boston.

Havana Cigar Manufacturers

are fairly busy, and while there is no boom, orders are coming in in satisfactory quantities from all parts of the world. The 1904 crop cigars are more and more appreciated as time passes, and importers and retailers ought not to be afraid to lay in stocks to last them some time, as nobody knows how the 1905 crop cigars may turn out, and it will be a long time before any correct judgment can be formed. Exports per steamship Mexico were 3,986,855 cigars.

H. Upmann & Co. are busy in their H. Upmann factory, and they exported 525,000 cigars last week.

Cifuentes, Fernandez & Co. had nothing to say, as Flor de Tabacos de Partagas are selling as lively as ever.

Por Larranaga is doing a very satisfactory business in the United States, London, Europe, South America and Australia. Don Antonio J. Rivero, the manager, is restless and unceasing in his efforts to constantly increase his sales.

Behrens & Co. are pleased with the business on hand in their Sol factory, as they know they have a choice stock of leaf on hand and that their cigars give satisfaction wherever they are introduced.

Rabell, Costa, Vales & Co. have no fault to find with the existing state of affairs in their Ramon Allones and Cruz Roja factory, as Don Jesus Vales says

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL — HABANA

FABRICA DE TABACOS — LUIS MARX — HABANA

SOL and LUIS MARX

Consulado 91, HAVANA.

SUAREZ HERMANOS,

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

Figuras 39--41,

Cable Address: "Cuetara." Havana, Cuba.

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." Habana.

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.

Packer and Exporter of **Leaf Tobacco**

102 Escobar Street, HABANA, CUBA.

Cable: "JEDESA."

Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge — Y. P. Castaneda

JORGE & P. CASTAÑEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, *HAVANA*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONILEVA. *Habana*

Royal Cigar Factory

INDEPENDENT

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, **Habana, Cuba.**

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de

Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270.

Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS

P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO

GROWER, PACKER AND DEALER IN

Vuelta Abajo, Partido and Remedios

Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.

Dealers in Leaf Tobacco.

and COMMISSION MERCHANTS,

Monte 156, Cable—"CALDA." *HABANA, CUBA.*

Established 1834

POR LARRAÑAGA

Trade Mark Registered

Independent Vuelta Abajo Factory

Por Larrañaga Cigar Manufactory

ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager

2 Belascoain (B), HAVANA, CUBA

Cable Address: Por Laranaga, Havana

Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

that orders arrive just as fast as they can possibly turn out their cigars.

El Rico Habano is filling some good orders for the United States, London and Canada, therefore Enrique Dorado & Co. are kept busy.

Crepusculo is working with full forces, and the calls made upon J. F. Rocha & Co. from every direction speak greatly in favor of their cigars.

Remigio Lopez y Hno. are doing a fair trade in the United States in La Mas Fermosa and Magnetica de Cuba.

Buying, Selling and Other Notes of Interest.

Charles E. Crawford, who left today in company with Joseph Hollard, via Miami, for their Philadelphia homes, has purchased very close to 1,000 bales of Vuelta Abajo and Remedios, and it is stated that he secured the very choicest vegas only from the most famous districts. Prices may be high in comparison with former years, but Dohan & Taitt will surely be in a position to furnish their customers with the finest aromatic leaf, and at no higher cost than other houses can sell at, as Charlie Crawford is "persona grata" wherever he is seen looking at tobacco.

Sobrinos de A. Gonzalez sold 500 bales of Vuelta Abajo last week, and are now getting ready to ship the 3,200 bales purchased by the Spanish Regie. Last year they handled close to 50,000 bales.

E. P. Cordero has started in to purchase for his Mi Hogar factory, and has secured already some 800 bales.

Loeb-Nunez Havana Co. disposed of 693 bales of Vuelta Abajo and Remedios owing to the active propaganda made by Don Milton Herrold, the secretary, Don Henry Nathan, as well as Don Antonio Dominguez.

Gustave A. Mueller has bought 700 bales of Vuelta Abajo for his Chicago factory.

A. Pazos & Co. have been very busy attending to their various customers, and while Don Avelino would not mention any quantity, they must have turned over nearly 600 bales.

L. W. Scott was a buyer of 500 to 600 bales of all kinds of leaf, and he has not finished as yet.

Jose F. Rocha made several transactions amounting to 500 bales of Vuelta Abajo.

Marcelino Perez selected some 550 bales of the best Vuelta Abajo for his New York factory.

Sobrinos de V. Diaz sold 300 bales of Vuelta Abajo during the past week.

Leslie Pantin has had a very busy week again in attending to his customers, and must have purchased at least 1,000 bales for them.

Gonzalez, Benitez & Co. disposed of 300 bales of Vuelta Abajo and Partido.

I. Spector was a buyer to the extent of 500 bales of Vuelta Abajo.

I. H. Cayro e Hijo made some purchases of 300 bales of Vuelta Abajo, while Don Jose was inspecting the growing crop, and closed out 275 bales of Vuelta Abajo and Partido from their own previous holdings.

Felix Eckerson made some good purchases while here, amounting to 821 bales.

Antonio Suarez disposed of 100 bales of Vuelta Abajo.

A. Waldman left satisfied with the purchases made by him for his firm of I. Friedman & Co., Chicago.

Manuel Suarez & Co. had a very busy week again looking after their numerous customers.

C. C. Rosenberg was a careful buyer in selecting only choice Vuelta Abajo fillers for his El Provedo factory at Tallahassee, Fla.

Charles Blasco was a busy man in attending to the wants of five customers at the same time.

A. U. Calzada & Co. had a good fortnight, as they shipped 970 bales to their United States customers last week.

Exports to all ports last week were 7,046 bales, of which the United States received 6,998 bales.

Receipts From the Country

	Week Ending Feb. 4.	Since Jan. 1.
	Bales	Bales
Vuelta Abajo	1,566	5,318
Semi Vuelta	12	616
Partido	106	896
Matanzas	—	3
S. Clara & Remedios	2,156	6,589
Santiago de Cuba	3,200	3,405
Total	7,040	16,827

OHIO PACKERS DON'T WANT CUT.

Association Elects Officers and Protests Against Curtis Bill.

Dayton, O., Jan. 10, 1905.

The Ohio Leaf Packers' Association met in this city this week and formally protested against the Curtis bill which is now in the hands of the Ways and Means Committee of Congress. Some days before the meeting W. J. Lukawitz, secretary of the Association directed a protest against the bill to the Ohio delegation in Congress as immediate attention had to be given it. The association unanimously endorsed this protest at its meeting and placed itself on record as unalterably opposed to the measure.

Besides the transaction of a quantity of purely routine business the annual election of officers was held with the following results: President, John L. Brenner; vice-president, S. M. Krohn; secretary, W. J. Lukaswitz; treasurer, William Miller; board of directors, W. W. Hales, C. S. Billman, L. A. Wheeler, George Kling and A. B. Landis.

J. F. ROCHA & CO. S. en C.

Manufacturers of the Celebrated Brands

"Crepusculo," "Nené" and "Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz — **B. DIAZ & CO.** — R. Rodrigues

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." ***Habana, Cuba.***

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.

Leaf Tobacco Warehouse,

MONTE 199,

Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ

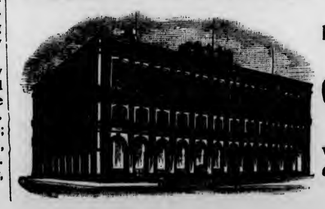
VONEIFF Y VIDAL CRUZ

Packers and Exporters of **LEAF TOBACCO**

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EDEN CIGAR FACTORY



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BANCES & LOPEZ

HAVANA, CUBA.

Calixto Lopez & Co.

180 Water St., New York

Will receive and attend to orders.

Cigars made strictly of the very best VUELTA ABAJO TOBACCO

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

M. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
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AMSTERDAM, HOLLAND
HAVANA, CUBA.
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54 SCHOENER. CABLE ADDRESS "TACHUELA"

H. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
100 WATER STREET.
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE.
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HIRSH."
Joseph Hirsch & Son
A. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, February 14, 1905.

WEEK'S MOVEMENT IN LEAF.

The activity of the past two weeks continues and considerable quantities of goods are changing hands. A good volume of transactions in Wisconsin is reported and new force sweated Connecticut tobacco is also being readily taken.

New Florida tobacco which was reported last week as having apparently found a permanent market, now confirms its readily marketable qualities, and seems to be fast making new customers, prices remaining unchanged.

Filler goods, both old and new, are fast passing out of first hands: Pennsylvania and Zimmer Spanish are particularly dominant just now.

With the approach of the inscription period the Sumatra market is gradually becoming a little less active, but the increased consumption of this class of wrapper leaf indicates a very healthful condition.

The Havana market is also in a very healthful condition, and there is a strong demand for the various types.

• • •

The dates of the spring inscriptions of Sumatra tobacco are as follows:

At Amsterdam: March, 10, 17; April, 7, 14; May, 5, 12; June, 2, 9, 23; July, 7.
Rotterdam: March, 31; May, 26.

• • •

Considerable discussion has been caused in local leaf circles by the sale last week of the 943 bales of confiscated Sumatra accompanied by the indictment of B. Hyman, and his salesman, L. Hyman, of 170 Water street, who the Government charge with attempting to defraud the customs by a trick which would have yielded a saving on the duty of $1,744.55.

The sale of the tobacco was conducted several days ago in the Federal Building in Detroit, and the goods brought $2,000. Indictments had been returned against the two Hymans, of New York, charging them with conspiring to smuggle, and against Alonzo Burrows, of Detroit, and George Clark, of Ecorse, who are charged with the actual smuggling.

The goods were imported at New York, by the Hymans, in 1903, but were withdrawn and exported to Montreal. From that city they were sent to Ecorse, from where an attempt was made to send them to Brooklyn, and which ended by their being seized by the authorities. It is charged that the Hymans induced the Montreal customs weightmaster to give a certificate of false weight after which the tobacco was put through to Ecorse.

• • •

Plans for the Tobacco Exposition are bowling along well, and it is pretty certain that the event will make important history in the tobacco trade. Sidney J. Freeman, of the committee on arrangements, is a busy man these days and will be lots busier before he gets through with the proposition which is resting on his shoulders, but the many promises of help which he receives daily, are very pleasant and reassuring to him.

The snow will be given considerable discussion at the meeting of the Retail Cigar and Tobacco Dealers' Association in their Third avenue headquarters tomorrow night, when the committee will be able to report eminently satisfying progress. Plenty of time will be taken to arrange the affair carefully and no possible contingency will be overlooked.

• • •

The firm of Simon Batt & Co., of this city, has been strengthened by the admission of Mr. Batt's two sons Clarence S. and Jesse R. As a matter of fact this change in the Company was made at the first of the year, but was not made public until a few days ago. Mr. Batt felt that his sons had received sufficiently thorough training at his capable hands to entitle them to official recognition in his business. The business of this house is steadily growing and the new establishment will be the scene of much commercial activity.

• • •

The Waldorf Astoria Segar Co., won a case in the Supreme Court on Wednesday which it brought to protect its rights against Acker, Merrall & Condit Co., and Salomon. Some time ago the cigar company leased space in the property at Fifth avenue and Forty-second street from Mr. Salomon, with a contract that the other part of the building should not be used by anyone for selling cigars and tobacco. In spite of this, the place was occupied by Acker, Merrall & Condit Co., a firm of wholesale grocers, who deal rather largely in cigars. The suit was accordingly brought, and after a very long argument, Judge Dowling made permanent the temporary injunction granted by Justice Gildersleeve, restraining the defendants from selling cigars from the premises in question.

• • •

The new firm of Symons, Kraussman & Co. has been organized and will manufacture union made cigars. The Company is composed of George and Andrew J. Kraussman, the latter of whom has been with the firm of G. B. Miller Co., of New York. The address of the new concern is 430-2 East Ninety-first street, where it occupies three floors and a basement. Flor de Buffalo, Flor de Baltimore and a number of other brands will be put out.

• • •

Pioneer is the name of a new smoke which will shortly appear on the counters of the United Cigars Stores Co., in the orm of an all tobacco cigarette. The new brand will be made by the American Cigar Co., and will sell to the consumer at 12 cents for ten.

• • •

A postponement until March 1, has been granted in the case of Adolph Novotny, retailer at 1444 Broadway, who was arrested, charged with refilling cigar boxes and reusing revenue stamps. The case was called last week, and put off. Mr. Novotny believes that he will have no difficulty in explaining that any irregularities which took place were simply the results of blunders rather than any wrong intention.

• • •

The Khedivial Co., of this city, is not in a very good humor with the revenue authorities, of Philadelphia, owing to the erratic actions of those worthies week before last in chasing around among the jobbers and subjobbers and seizing large number of Orient cigarettes only to return them a little later. The Company declares that it is perfectly justified in using the 54 cent stamps and that the revenue people acted too hastily and without proper advice. The Orient was practically the first of the five cent cork tipped cigarettes.

• • •

J. W. Surbrug and Charles Drucklieb, of the Surbrug Co., are touring through the South. Their trip will include both Florida and Cuba.

J. M. Alvarez, of Y. Pendas & Alvarez, is back in the office from a trip through the middle West.

Charles S. Morris, of Chas. S. Morris & Co., returned last week from his first trip. He says things were pretty satisfactory.

J. M. Batterton, of the Ruy Lopez Ca., has left this city for his Western trip, and by the way business is opening up in that territory, Mr. Batterton expects to do very well.

• • •

Judge Holt, of the United States District Court has appointed William Blau receiver in bankruptcy for the assets of Maurice Kaim, individually, and doing buiness as Maurice Kaim & Co.; manufacturers of cigars at 1385 and 1387 Avenue A, and fixed his bond at $5,000.

• • •

A report comes from Albany that State Excise Commissioner P. H. Cullinan has under weighty consideration the question of a State tax upon sellers of cigarettes in order to increase the revenues from indirect sources. The Commissioner is reported as thinking that the tax would raise $500,000 a year. No definite step has been taken as yet.

WEATHER STILL KNOCKS TRADE.

Chicago Dealers Hie Themselves to Warmer Climes.

Chicago, Feb. 11.

The condition of the weather here, as well as throughout the country, continues to have a depressing effect on trade. Snowstorms followed by cold weather, and that closely followed by more snow and a number of other varieties of weather, certainly has its effect and influence upon the average run of mortals, and Chicago humanity is by no means exempt.

The inclement weather, however, as well as the present irregularities in the mail and passenger service, appear to have no strongly visible effect on our prosperous tobacco men. Indeed, quite a few of them, by way of variety, choose such odd spells as these to (with bird-like instinct) find for themselves a change of climate and scenery in lands where balmy breezes and sunshine take the place of sleet and storm.

John J. Dolan left Sunday night for a trip to Havana. He will visit New York and Washington, thence going to Palm Beach. After spending a month at Key West and Havana, Mr. Dolan will return by way of New Orleans.

Sig Myers, the well known buyer in the clear Havana department of the Steele-Wedeles Co., will leave early next week for Tampa to be gone several days.

Jacob Benner, of Benner Bros., and Otto Schrader, of Schrader & Co., both prominently known to the trade, will leave to-night for a two weeks' sojourn in Cuba.

Albert Breitung is preparing to make a tour early in March to California points.

W. F. Monroe, who is now with his family enjoying a Southern visit, is expected home next week.

Jake Wertheim, of Jose, Lovera & Co., Tampa and New York, was among the visitors of the past few days.

James Glaccum, of William Glaccum & Sons, well known cigar manufacturers of New York, did business with the trade a few days ago.

A. Waltman, representing Oblinger Bros., Lancaster, Pa., is calling on the trade.

H. B. Steele, president of the Steele-Wedeles Co., is expected to return from New York Monday.

Joe Wertheim, of E. M. Swartz & Co., was a welcome visitor during the week. He departed again yesterday for New York.

Phil Verplank, so well and favorably known as a strong factor in the firm of Menendez Bros. & Verplank, Tampa, is doing business here and increasing the popularity of the El Genio cigar.

Charles Storm, of Lopez & Storm, New York, has been moving in trade circles this week.

F. C. Ingram has closed a deal whereby he becomes the traveler for Cosio & Co., Tampa. He will cover a large territory, comprising Western States.

John G. Spatz, a prominent manufacturer of Reading, Pa., is visiting the trade.

Among well known leaf men who visited here during the week was Jacob Labe, of Benjamin Labe & Sons.

Chapin & Gore's new eight-story building at 16 to 22 Adams street, is nearing completion, and will be ready for the firm's big line of cigars and other stock about April 1. The building has been christened "Nepeenauk."

The Chicago branch, Cigar Dealers' Association of America, have added a financial "wing" or auxiliary to their working machinery, which is another step toward making the organization self supporting. Under this arrangement members can pay $10 a year towards the maintenance of the organization. This, however, is not obligatory, and gives no additional privileges. Heretofore, as is yet the case, there were no membership dues, and the new arrangement is for those who feel a willingness to help in a financial way.

E. R. L.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
THOS SMITH NEW YORK.

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Frost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUSSE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

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One Year, **$1.00**; Six Months, **75** Cents; Single Copies, **5** Cents.
In all countries of the Postal Union, **$2.00** per year, postage prepaid.

ADVERTISING RATES ON APPLICATION.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING CO., 224 Arch St., Philada.

PHILADELPHIA, FEB. 15, 1905.

A LITTLE HOMILY ON ADVERTISING.

The year 1905 was ushered in with the most comfortable predictions as to its prosperity. It was believed that there were so many happy circumstances attending its birth that there could not fail to be a splendid business year.

In some respects the first two months of the year have verified these predictions, but in certain cases there is a disappointment. This is the time to advertise. When a house is doing as much business as it can reasonably handle, it very frequently calls in its advertising as a luxury rather than a necessity. When it is doing very little business, it frequently refuses to advertise because of the expense. Yet It is the best possible time to spend money in this way.

An advertisement is a traveling salesman with considerably more power than a traveling salesman. It travels to the people a merchant wishes to reach, and quickly and concisely puts the merchant's goods before them. It stands to reason that if the merchant hasn't been selling many of them, it is either because the people wont have anything to do with him for particular reasons or that they aren't being placed before the people strongly enough.

If you are doing so much business you can't afford to accept any more, you can take a short rest on advertising. If you aren't—and few of us are—it ts because you are not advertising properly. The biggest business concern in the world is not big enough to get along without advertising in one form or another.

A FEW WORDS ABOUT THE CIGARETTE QUESTION.

The enemies of the cigarette appear to be growing greater in number, or at least much more disposed to place themselves on record. From standing on a single plank which opposed the sale of this form of smoking to boys, many of the anti-cigarette associations and agitators, are adopting a blanket platform which in effect would put the cigarette out of existence.

It is an undeniable fact that retail tobacco dealers—perhaps the expression "many retail tobacco dealers" would be more fair—are responsible for this extra and growing agitation.

If every dealer had always been careful to obey the law, which no man in his right mind can consider an unreasonable or oppressive one, there would be no crusades, or bills before State legislatures, except the usual innocuous measures promulgated by women's societies in their efforts to keep themselves warm.

A man has a right to make an effort to prevent his immature son from smoking cigarettes, and if it becomes evident to him that the only certain way of keeping cigarettes from those not fit to have them is by forbidding the traffic entirely, then his only reasonable course is to take steps to accomplish such a result.

Whether it is a function of the State to define what may and what may not be manufactured among things in common use, is a question, the settlement of which is not in order here. As was said, however, the pettily greedy dealer is responsible for all this hullabaloo, and respectable and dependable dealers should lose no time in showing that they are not in sympathy with fellows of that class.

THE following is from a daily paper of last week:

Luke E. Wright, of Tennessee, is the first American citizen to bear the title of Governor General in the Philippines, the Philippine bill signed by the President authorizing the change of the title he now holds, namely Civil Governor of the Philippines. Secretary Taft sent the following cablegram to the new Governor-General: "I salute and congratulate the first American Governor-General of the Philippine Islands and wish for him the same success which has attended his administration as Civil Governor."

It is fervently to be hoped that Governor-General Wright does not become so exhilarated by Secretary Taft's message of congratulation that he proceeds to cook up some more funny relief measures for the Philippines.

THE following was printed in the editorial columns of the Philadelphia Record:

Secretary Taft says: "President Roosevelt has just signed the Philippine Railroad bill, and I feel that a year and a half of my work has not been in vain. Now if we can only get the tariff matter fixed all right we will be just about as happy as we can ever hope to be." The Secretary need not begin jubilating yet. The railroad bill provided for the sale of bonds, the expenditure of money, the awarding of contracts. Very naturally Congress passed that. But the Congress that has given American ship owners a monopoly of the carrying trade, against the protests of Messrs. Root and Taft, is not likely to pass the tariff bill that they urge when it is opposed by great sugar and tobacco interests.

SUMATRA "RED BOOK."

The Red Book of Sumatra Tobacco for 1904 has been issued by Henri Dentz, the well known broker of Amsterdam. The volume is very complete, and gives the names of all the Amsterdam companies doing business during the year, the crops, capitalization, amount of business done, etc.

Philadelphia Tobacco Trade.

October Revenue Returns.

The returns from the Internal Revenue Collector's office for the First District of Pennsylvania, for the month of January, consist of the following figures:

Cigars at $3 per M.	43,985,020
" at 54c. "	70,000
Cigarettes at $3 "	11,500
Cigarettes at $1.08 per M.	4,540,000
Cigarettes at 54c. "	165,000
Snuff stamps at 6c per lb	359,015
Manuf'd Tob. at 6c per lb	145,288

A novel premium scheme has been adopted by the United Cigar Stores Co. in connection with the Tabard Inn Library. In exchange for 50 of its certificates, the company gives a subscription to the library. The subscription is valued at $1.50, and it gives to the holder, according to the well known Tabard system, one book, which may be exchanged on payment of 5 cents at any of the library's numerous booths. In this case the books will be exchangeable at a number of the United Stores as well as at the regular booths, and the company hopes thus to attract many desirable customers.

Here and There With the Retailers

Something struck the retail market again last week, as most retailers complained that there was very little doing. Probably the weather was largely responsible for the condition of affairs, but as indicative of the market, one prominent retailer whose store is in the central part of the city, and who manages to keep pretty busy under any circumstances, without hesitation declared last week's business to be very bad indeed. Goods are not moving as they should anywhere, although there does not seem any good reason to expect that the stagnation will continue more than a few days longer.

There was very little news in the retail trade for the week, no changes of any moment and no new stores of size. The salesmen found it just as dull as everybody else, and found very little doing.

R. W. Bock, the Broad street dealer, was considerably amused and a trifle indignant on Thursday of last week when his attention was called to an item in the last column of the editorial page of Tobacco, published in New York. The article read as follows:

R. W. Boch, of the Philadelphia firm of R. W. Boch & Co., chairman of the recently highly successful tobacco show in the Quaker City, says:

"Tobacco is a bright, readable paper, and we find it always entertaining and up to date. It is a trade journal which accomplishes results."

The point is that Mr. Boch does not subscribe to the paper in question and very seldom sees it, and was not interviewed on the qualities of the publication.

"Somebody has been dreaming, that's all," said Mr. Boch, good-naturedly.

I. Lowengrund, the well known Philadelphia retailer, who already has a number of prosperous stands in operation in the city, last week acquired the handsome store on the south side of Chestnut street, owned by Walter Lazar.

Boch & Co., Broad street, below Chestnut, are having a run this week on Otto the Great, which they are selling at $4.50 a hundred, or 5 cents apiece. The cigar sells in three sizes—brevas, puritanos and perfectos.

A serious fire was narrowly averted in the store of S. Goldstine, at Fifth and Locust streets, on Thursday, caused by a defective flue. As it was, the loss was not great.

Mr. Metzger, of Berriman Bros., of Tampa, was in town during the week looking after business.

With Manufacturers and Jobbers.

The week was a rather dull one with jobbers and manufacturers, the weather extending its baneful influence to these branches of the trade. The retailers weren't doing anything in this market, and nearly every other as well, and not many goods were ordered.

Some manufacturers reported a pretty fair business from the West and South, but it was generally admitted that there is very little business coming from the East. There are a good many orders on the files, but money is slow just at this time. There is nothing to alter the impression that a good spring will be experienced.

The Liberman Manufacturing Co., of this city, manufacturers of suction tables, binding machines and various other cigar manufacturing paraphernalia, are enjoying a very busy season, being compelled to work their entire force many hours overtime every week.

McCaffrey's wholesale and retail store at 4007 Market street has a very fine window display of the El Draco Co.'s Hunter, which is a five cent cigar.

Mr. Ashburner is about starting for an extensive Western trip for Duncan & Moorhead.

The Waldorf-Astoria Segar Company

OF NEW YORK

Importers and Manufacturers of the

HIGHEST GRADE SEGARS

Special Sizes Manufactured for Us Exclusively

from the Celebrated Factories in Cuba of

Romeo and Julieta, Partagas, Upmann, Punch, La Corona, Waldorf, Waldorf-Astoria, La Imperial, Rey del Mundo, Hoyo de Monterey, Eden, Por Larranaga.

The Largest Stock of Fine Segars in Sensible Smoking Shapes

TO THE TRADE

The Waldorf-Astoria Segar Co. is a purveyor to the public taste. It strives to meet the wants of the consumer through the agency of the jobber and retailer and its own stores. It is connected in no way with any other Segar house in this country, and it is absolutely owned and controlled by the same interests as since it entered into the Segar field. Nor is any officer of the company allied in any way with other institutions of a similar nature. This announcement is made owing to published statements of officers and salesmen (of other companies) with similar names, and constant inquiries being made of us.

Very respectfully,

HARRY S. ROTHSCHILD
Secretary and Treasurer.

Quo Vadis
5 CENTS
Diplomatico

A good smoke, a quick seller, a profitable cigar—that's our "Quo Vadis." You need it in your business, for it brings new trade and satisfies the old.

The "Quo Vadis" cigar in your show case will add prestige to your assortment, because it represents highest quality and best workmanship.

Its handsome, modern, full size **DIPLOMATICO** shape is the favorite of all smokers, and everybody enjoys its fragrant aroma and pleasant taste.

It's the Ideal Five Cent Cigar, and we fully guarantee it to give satisfaction.

Write to us for Sample Box and Price.

We'll be pleased to answer questions.

ALFRED EYER & CO., Cigar Manufacturers,
Allentown, Pa.

BLACK THREADS
Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3⅓ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.

MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.

Send for free Catalogue.

DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

John F. Scaife, until recently foreman in Bock & Co.'s factory, is now doing business for himself on Eighteenth street, below Market, manufacturing and retailing. Business is starting up well with tha new concern.

Sam Jacobs, of Gumpert Bros., left last Saturday for a ten days' trip through the Pittsburg section.

Over a hundred dollars was spent by the Bell Telephone Company to locate the thief who, on January 22, broke into the wholesale tobacco store of Maurice C. Fisher & Co., 1244 North 11th street, and after packing up 2,000 high grade cigars, broke open a pay telephone station and stole the 55 cents it contained.

After working on the case since the robbery, a detective employed by the telephone company on Monday morning arrested Maurice C. Fisher, the head of the robbed firm. Fisher admitted his guilt, and told of several other robberies he had perpetrated on his unsuspecting partners within the last few weeks, and declared that he was in desperate need of money. Magistrate Kochersperger, in City Hall police court, held Fisher in $500 bail for court.

A HUMIDOR FOR DEALERS.

Cigar dealers can secure an attractive humidor containing 3,000 Cremo cigars, the well known brand manufactured by the American Tobacco Co., for $105, less 10 per cent trade and 2 per cent cash discount, on an offer now being made by the company.

The cigars are perfecto style, and are well enough known to obviate any special description. The humidor is a very handsome article, and will remain in perfect order for any length of time. This is sure to be appreciated by the dealer who realizes the importance of buying good cigars and keeping them good until they reach the consumer.

SPECIAL NOTICE
(12½ cents per 8-point measured line.)

FOR RENT

Cigar Factory Building, Complete,
in good section of
First District of Pennsylvania
Capacity of **25 hands,** and **35 hands** available. Terms moderate. Address,
FACTORY,
Care of **Box 112,**
The Tobacco World, Phila.
1-25ca

. . . WANTED . . .

AN EXPERIENCED CIGAR SALESMAN for Philadelphia and nearby trade; only those who have an established trade need apply. Address Box 107, care of The Tobacco World, Philadelphia. 2-15c

SALESMAN OR BROKER WANTED for the West to represent responsible Ninth District Factory. Address, MFR., Box 110, care of The Tobacco World. 2-8b

YOUNG MAN WANTED IN LEAF Tobacco House. Experienced and with some trade preferable. Address DEALER, Box 109, care of The Tobacco World, Philadelphia.

POSITION WANTED AS SUPERINtendent or foreman, by up-to-date man, employed at present in large cigar factory but desiring to make a change. Address, A1, Box 108, care of The Tobacco World, Philadelphia. 2-15c

For Gentlemen of Good Taste

SAN FELICE
5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers
LIMA, OHIO

Local Retailers Go to Harrisburg in Interest of McNichol Bill.

Among the delegations from this city and Pittsburg, which yesterday appeared before the Judiciary General Committee, in Harrisburg, were a goodly number of local dealers, who strongly favored the following McNichol amendment to the Blue Laws :

AN ACT.

Authorizing the sale of certain articles and the performance of certain labor on the first day of the week, commonly called Sunday:

Be it enacted by the Senate and House of Representatives of the Commonwealth of Pennsylvania, in General Assembly met, and it is hereby enacted by the authority of the same, hereafter it shall be lawful to sell Drugs, Medicines, Soda and Mineral Waters, and other harmless non-intoxicating drinks, Bread, Oysters, Cakes, Pastry, Ice, Ice Cream, Candy, Milk, Fruit, Cigars and Tobacco, to prepare, print and sell Newspapers on the first day of the week, commonly called Sunday: Provided, That nothing herein contained shall be construed to allow the sale of any non-intoxicant, or other drinks, in any saloon, inn or tavern licensed by law for the sale of intoxicating beverages.

A special train left Broad street at 8 A. M. carrying about 300 representatives of the various associations from this city, who were met by a similar delegation from Pittsburg.

Senator Cyrus E. Wood, of Westmoreland, chairman of the Judiciary Committee, called the meeting to order at 2.30, and allowed each side one hour for general discussion, and thirty minutes for argument. Attorney A. F. Daix, Jr., of Philadelphia, stated the case for the Business Men's Protective League, and was followed by C. J. Fried, secretary, Mayer Schwab, Jr., J. A. Borgfeldt, Rev. A. H. Wood, and others, who earnestly plead for either the amendment or the strict enforcing of the law of 1794.

Among the leaders for the opposition were Rev. T. T. Mutchler, Bishop Rudolph Dubbs, Rev. Chas. L. Fry, and others.

Just what action the Senate Committee will take is a question; judging from the arguments for and against the amendment it is only fair to suppose that they will legalize what is now done every first day of the week—called Sunday—and save such dealers who in the large cities are really forced to sell certain necessities, and luxuries—the pain of being unwilling law breakers.

The delegation from the Philadelphia cigar and tobacco retailers was headed by James I. Hassan, president of the local association, and F. B. Robertson.

Leaf Dealers' Jottings.

Some of the leaf houses on Third street declared last week's business to dave been very good, and expressed themselves as quite satisfied. This condition was by no means universal, however, as while probably every house did a little business, things were still coming slow. Stocks are pretty low, and as the demand exceeds by far the manufacturers' willingness to pay existing prices, some firms aren't particularly keen on the proposition.

Those who did good business got good prices, and it simply meant that these customers had reached the sensible conclusion that nothing was to be gained by holding off any longer. Indeed, the majority of leaf dealers believe that if there is any change in prices it will be an upward one, and consider that those manufacturers who are buying from hand to mouth and waiting, are playing a penny wise, pound foolish game.

Some considerable sales were made this week as a result of the fact that the customers suddenly got the idea that they had better get what they need now before prices reach the sky.

L. A. Bornemann, of Mendelsohn, Bornemann & Co., Havana leaf importers of New York, was in Philadelphia this week looking through the market.

BILLIONS OF CIGARETTES.

The Richmond branch of the American Tobacco Co. is manufacturing 50,000,000 cigarettes of an out-of-date and obsolete brand which will be shipped to Shanghai, China. It is also reported that the same factory is working on orders for an additional 600,000,000 cigareites.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 **Factory No. 20, 9th Dist., Pa.**

Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars.

JOSEPH C. KOLB,
Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar.
Southeast Corner Second and Market Streets,
Camden, N. J.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A. Use Arnold's 6c. 5 Tobacco Cipher.
Hopkinsville, Ky.

KEYSTONE CHEMICAL CO.

MANUFACTURERS OF

Cigar and Tobacco Flavor, Sweetener, Etc.

HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

PAN AMERICAN

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To Be Continued Next Issue

G. H. SACHS,

Manufacturer of FINE CIGARS

Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.

Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.

IT PAYS TO SELL THE BEST. ☞WE MAKE THEM.

The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars.

Always the Same—The Highest Quality and the Finest Workmanship. Will submit samples and quote prices to reputable dealers.

GEO. A. BUDDY,

Littlestown, Pa.

Manufacturer of

STRICTLY UNION-MADE CIGARS

OUR LINE:

Lord Bute, The Buddy, Union Riders, Sweet Tips, Cuban Emulator, General Post, Pretty Nell.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

HARRISBURG NOTES.

C. E. Blair & Sons have recently moved from Third street to a new and commodious building on Fourth above Strawberry. This enterprising firm is busy on its popular General Hartranft 5 cent cigar.

E. Roy Shelley, one of the largest manufacturers of the Capital City, reports business to be in a very satisfactory condition, with a number of good orders on hand.

Smith & Keffer, Market street jobbers, are doing a satisfactory business, and report a good healthy increase in the sale of their Blue Seal 5 cent cigar.

UNIFORM TAX FOR WISCONSIN.

Senator Munson Wants Same Assessment in All Counties.

Milwaukee, Wis., Feb. 13.

The State Legislature has undertaken to straighten out the tobacco assessment in the State, and tobacco men in all walks are greatly interested in the outcome of the measure.

Senator Munson, of Viroqua, Wis., who is known as one of the leading administration men, has introduced the measure, which is designed to afford a law for the uniform taxation of tobacco, which would correct many great evils. Instead of having a heavy tax in one locality and a much lighter one in another, it is determined to have the same rate apply to all sections. This, of course, will apply to the same grades of tobacco in the various localities, the same as grading anything else. The senator's idea was born in the fact that owners and buyers of warehouse tobacco list it where the most favorable rates may be obtained. He cited the example that an Edgerton buyer might buy a crop at Viroqua and list it for taxation in Edgerton, where the assessment may be considerably lower than in the former city.

There have been many complaints in the various sections for many years because of the advantages of some warehousemen in getting out under a small tax. The complaints, however, come from the smaller buyers, or men who have but one warehouse, and can not afford to have them scattered through the leading tobacco districts. Some of the larger concerns are adequately supplied with storage warehouses and packing plants, and are thus put on the ground floor in buying. Such facilities, it is claimed, give them a great advantage in marketing and disposing of their crops at less cost than can the smaller concerns, and in this way prices are sometimes demoralized.

The larger packers, on the other hand, declare that it is a matter of not being well posted in business, as the explanation of the kicks of the small buyers in agitating a law for uniform assessment. They say that any tobacco buyer in the State has the same right to buy tobacco in one county and list it for assessment in another, and that to be smart enough to notice things like these is all that is necessary to get on the ground floor in purchasing and disposing of the plant.

The tobacco people in the State do not care particularly whether the Munson measure becomes a law or not, and it is not thought any action will be taken for or against the bill. There will be vigorous objection, however, from the various counties of the State where the rate of assessment is low. The tobacco tax runs very high from year to year, and some of the counties where the rate is low have been gathering in thousands and thousands of dollars each year from outside counties, and they want this sum to continue to come. The counties where the tax rate is very high, because the population is small, want the uniform rates so that the tax may be paid in the county where the tobacco is grown, and thus keep in the county treasury several thousands of dollars each year which would otherwise go to another and richer county. ANDERSON.

SCHOENBORN & CO. DISSOLVE.

Columbus, O., Feb. 13.

The firm of E. M. Schoenborn & Co., which controls a number of hotel cigar stands here, has been dissolved. L. S. Hugenthaler retires and will in the future operate the Hotel Chittenden stand. Mr. Schoenborn will conduct the others.

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Established 1891. Factory No. 3765.

JOHN ZUDRELL

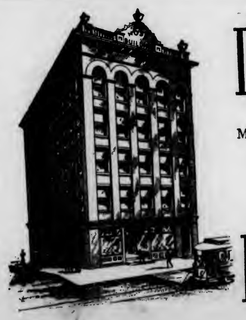
Manufacturer of

High Grade Cigars 5 and 10 Cts.

Genuine Union Made.

Ephrata, Pa.

Goods Sold Direct to JOBBERS and DEALERS.



Michael Hose A. F. Brillhart.

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

WALTER S. BARE,

Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,

Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
United Phones *LANCASTER, PA.*

B. F. GOOD & CO.

PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market

1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of **Our Own Packing**

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.

PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,

Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
and much Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,

Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER

Leaf Tobaccos
Main Office:
Lancaster, Pa.
Warehouses: Lancaster and Red Lion, Pa.
We make **Scrap** Filler **Ready for Use.**

THE JOHNS-BRASH CIGAR CO.

Manufacturers of

HIGH-GRADE CIGARS

Factories:
Lancaster
McSherrystown
Hanover
Irishtown
Gettysburg
Strinestown

Main Office:
Lancaster, Pa.

EDW. M. BRASH,
Sec'y & Treas.

CINCINNATI SALES VERY LIGHT.

Items of Interest in the Tobacco Trade From the Ohio Market.

Cincinnati, O., Feb. 13.

Offerings were the smallest of the year at last Saturday's public cigar leaf sales. The total break was 54 cases, consisting generally of poor types of Connecticuts, Zimmers Spanish, Little Dutch and Wisconsin stogie stock. Competition was lax and realizations were hardly satisfactory. Zimmers were the best features and brought from 6 to 12¾c.; Connecticuts ran from $6.30 to $8.60 per 100 pounds; Spanish from $5 to $10; Little Dutch from $2.55 to $4, and six cases of Wisconsins $2 to $2.20.

Receipts of the 1904 crop continue extremely light and warehouses have been forced to draw on their stocks the past week. The uncertainty of the Burley Growers attempt to control the market has caused many planters non-members of the association to also hold back their tobacco. The river has been closed by ice for some time and the shipments are being made by railroad entailing greater expense. The market has felt the effects of the uncertain conditions prevailing and last week ruled weak after a strong opening on Tuesday. Rejections were the heaviest for some time.

The local trade has made arrangements to attend the Sixth Annual Tobacco Fair, at Maysville, Ky., on Washington's Birthday, Feb. 22, in a body. The Business Men's Club will also go, headed by a brass band.

The Buckeye Tobacco Co., a newly incorporated concern, has opened a warehouse at 7 East Front street, and will hold public burley leaf sales when affairs are running smoothly. The new concern is independent. Dr. W. A. Bradford is President of the company and A. D. Pryor, of Eminence, Ky., manager. D. A. Collins is to be the auctioneer and T. Quiesenberry, inspector. All are well known in the local trade. At present there are only four other Burley houses here, the Cincinnati-Miami and the Morris being recently demolished to make way for railroad terminal purposes.

A large stock of tobacco belonging to Henry Bremer, stored in a basement at 1422 Main street, was damaged by the bursting of a water main last week. Mr. Bremer's loss is estimated at $150.

E. O. Williams and E. A. Ellis, well known local tobacco brokers, are stocking a mule ranch of 3,000 acres in Oregon county, Missouri. For the present at least they will remain in the tobacco business, the new venture being merely "a side line."

John E. Tooney, formerly of this city, died last Friday at Columbus, O., of kidney trouble. He was the agent in this section of the country for the Continental Co. for many years.

A visitor to this city early last week when the success of the Burley growers' scheme seemed an assured fact was Powhaton Gordon, of New York, representative of the manufacturing department of the Continental Tobacco Co. He said to The Tobacco World correspondent: "Our company seems to be regarding this so called corner complacently. I take it that they have a sufficient supply in stock to keep them running many months yet. I do not understand that the Missouri Burley growers are in this combination. While the Missouri Burley is not up to the grade of the white Burley grown in this section, it is nevertheless a market factor to be reckoned with."

BUHRMAN.

HENRY H. SHEIP MFG. CO.

Cigar Boxes
Cigar Box Lumber

Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

HIPPLE BROTHERS
Importers of Sumatra and Havana Tobacco

For Fine Imported or Domestic Tobaccos we can meet all competition, both in quality and price. It will pay you to look over our line.

Packers of Leaf Tobaccos
No. 231 Arch Street
PHILADELPHIA

Printing Presses
FOR
Cigar Box Work

We have a large assortment of Second-hand Printing Presses Suitable for Cigar Box Work. Write for Particulars.

Golding & Co.
134 North Tenth Street
Philadelphia

COLLAPSE OF BURLEY SCHEME.

Things Look Like No Hope for Growers' Association.

Cincinnati, O., Feb. 13.

The collapse of the $10,000,000 loan with which the Burley Tobacco Growers' Association expected to corner the 1904 crop, was practically admitted last night in the statement that things looked very blue and that the only hope now held out to the farmers lay in the arrival of Eastern representatives in this city with a new proposition This committee was to have arrived early last week, but from day to day new stories have been handed out that one thing or another had delayed its departure from New York.

Various reasons have been assigned as to the cause of the failure of the deal. It is said that the tobacco trust forced several of the trust companies backing the scheme to withdraw. This was easy of accomplishment, when, as one paper puts it, "it is known that John D. Rockefeller controls the New York money market, just as he does the tobacco combine and the tobacco markets."

It is admitted that but $8,000,000 of the original $10,000,000 still stood ready to stand by the original contract. Efforts were made to have Cincinnati capitalists increase their guarantees so as to make up the $2,000,000 deficit, but without success.

One of the features which would have been of benefit to Cincinnati had the deal been successfully consummated, was the implied condition that practically all of their tobacco was to be sold here, making it thereby the leading market. For this reason, it is said that Louisville commercial interests added their influence to that of the combine in discouraging New York bankers so that they would refuse the loan.

On the other hand local warehousemen feel that the good offices which they exercised in trying to put the deal through will have sufficient sentimental effect upon the farmers to lead them to ship their crops to Cincinnati anyway.

Lexington, Ky., Feb. 13.

President W. B. Hawkins issued the following statement, Sunday night, which is taken as evidence that the Burley Growers' scheme has fallen through:—"Our Finance Committee is still in New York. I called my advisers, the old Board of Directors of the Burley Tobacco Growers' Company—W. C. McChord, of Springfield; W. H. Booker, of Eminence; C. B. Sullivan, of Versailles; W. S. Osborne, of Maysville, and J. W. Hughes, of Harrodsburg—to advise with me as to the best course to pursue to serve, as we have always done, the best interest of the grower. A committee was sent to New York to make final arrangements for procuring the money necessary to finance our organization. It has worked hard and assiduously, and has met with many obstacles unforeseen. It is still at work, with some hope of success. Under the existing circumstances, and, as I have said before, as the grower's interest is uppermost, we think it unwise at this juncture to take any steps until its report is final. We take the stand in this way that the faithful men who are standing to the last will lose nothing by waiting. It is true that those who have grown weary in well doing and decide to sell their tobacco will be profited by our continuance, so that until our committee reports finally, which we have every assurance for thinking will be in the next day or two, we will stand pat and await developments. Our members who have stood so manfully will be notified as soon as a decision is reached."

THE TASTE TELLS QUATILITY 5¢ CIGAR Yes! it is Different
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA. THE UNITED NEWS CO. PHILA. Genl. Distrib's.

DON'T WANT WAREHOUSE SOLD.

Baltimore Leaf Trade Protests Against Sale to City.

Baltimore, Md., Feb. 14.

The tobacco interests of this city are considerably agitated just now over the efforts which are being made to save the State tobacco warehouse, for which the city has offered $116,000. The property is located at Long dock and the burnt district commission considered that the amount mentioned was a very fair price for the land.

The board of public works has failed to set a value upon the desired ground, nor are the members averse to selling it to the city; but they made the point that the State should receive the actual value, which they believe to be in excess of the amount offered.

A committee representing the leaf tobacco association made a formal protest against the sale of the warehouse a few days ago at which Joseph A Rawlings presented the memorial of the Tobacco Association, protesting against the transfer to the city until the trade was provided for, and incidentally he declared that the ground was worth at least $250,000.

A letter from State Wharfinger Cutino was also read, in which he said the State could derive a revenue of at least $24,000 a year by holding on.

After the tobacco men and the inspectors had had their say, the board of public works and the burnt district commission proceeded to consider the various propositions made.

Col Sherlock Swann, speaking for the commission, made three propositions:

First—A direct offer of $116,000.

Second—The building of a safer structure over the ground to be used by the tobacco people for inspection and storage, while the lower section could be utilized for dock purposes.

Third—An exchange of the ground desired by the city for a lot at the corner of Lancaster street and East Falls avenue, which offers all the wharf facilities necessary for the tobacco trade.

When the Governor pointed out the fact that the State could derive more revenue by retaining the lot, Colonel Swann replied that this was true, but that the improvements contemplated made this possible.

"If we lay down on this dock proposition," said he, "there would soon be a drop in the value of all the property in this vicinity. If we abandoned the dock scheme altogether, the property would not be worth any more than it was before the fire, which is 50 per cent less than now."

Colonel Swann also stated significantly that if all the ground necessary was not obtained the commission might conclude not to continue with the work.

The board of public works appeared to be favorable to the transfer, the Governor particularly desiring to help the commission, but all the members evidently wanted to do justice to the rest of the State.

The city can not condemn the State's property as it can that of an individual or corporation, hence it will be necessary to reach an amicable agreement.

Incorporations, Changes, Etc.

The Northampton Tobacco Company, of Northampton, Mass., has been incorporated with a capital of $20 000 by Benjamin M Warner, Thomas J Hammond and Warren M. King

The West Virginia Cigar Company, of Wheeling, with $25,000 capital, has been incorporated by James B McKee, William Welch and David J McKee

The Beerbaum Company, of Milwaukee. Wis., has been incorporated to deal in tobacco at wholesale and retail, by August F Martin and C and Henry H Beerbaum, with a capital of $25,000

The Louis Kindling Company, of Milwaukee, Wis., has been incorporated by Louis Kindling, H Buchenberger and Gustav Eichrodt to deal in cigars and tobacco, with a capital stock of $50,000

Richard D Bakrow & Bros., Louisville, Ky., the cigar dealers, filed articles of incorporation in the County Clerk's office with a capital stock of $50,000, divided in $100 shares. The incorporators are Richard D Bakrow, 50 shares; Emanuel Bakrow, 30 shares; Moses Bakrow, 3 shares. The maximum in debtedness is $25,000

The Frankle Bros. Co., of Youngstown, O., capital stock, $100,000; incorporators, A M Frankle, Moses Frankle, B Frankle, Harry Schagrin and M P Goodman

Match It, if you Can----You Can't.

"Match-It" Cheroots
are the finest product of the kind on the market,
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

The PROGRESS
SHORT FILLER
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

Manufactured by

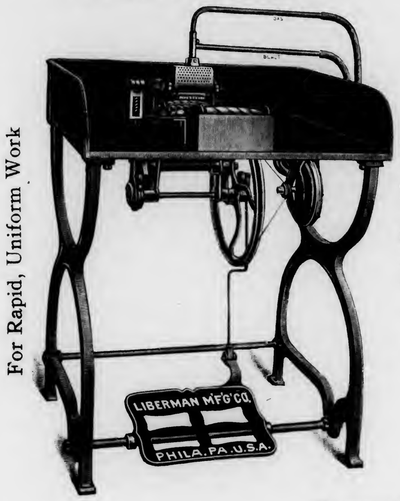
N. H. BORGFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE

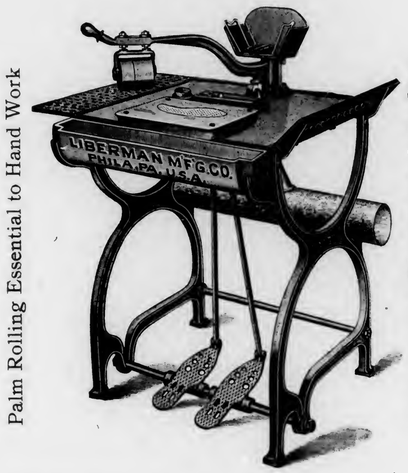
For Rapid, Uniform Work



Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work



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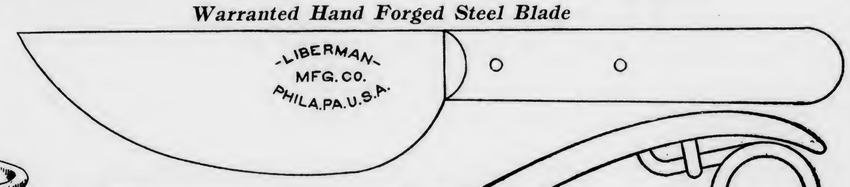
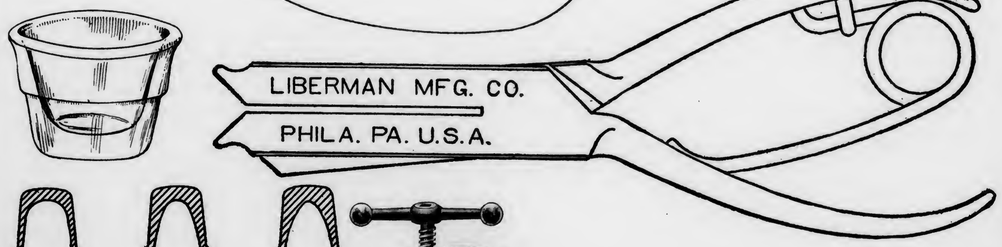
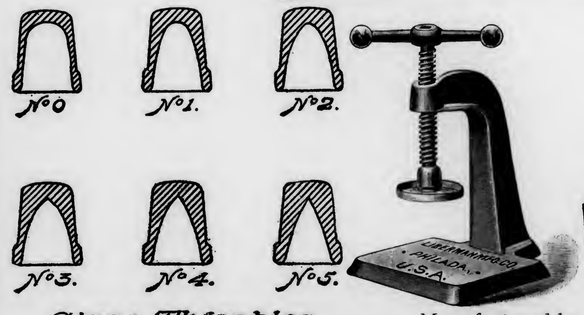
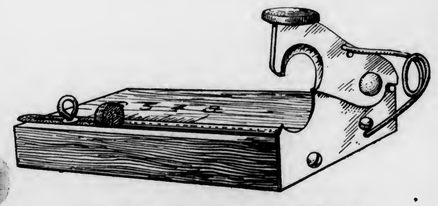






Cigar Thimbles.



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Manufactured by

Liberman Manufacturing Company
240--42 North Third Street, Philadelphia
New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

SCHUTTE & KOERTING CO.

PHILADELPHIA, U. S. A.

Twelfth and Thompson Streets.

SCHUTTE--KOERTING MOIST VENTILATOR,

used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time, without deterioration. The principal advantages are:

1. **Low cost and simplicity.**
2. **Cost of maintenance is nothing, being operated by city water pressure.**
3. **Needs no attention.**
4. **No drip occurs; humidity uniform.**

Correspondence Solicited.

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No. 828 St. Joseph Street,
LANCASTER, PA.

Manufacturers of

High Grade

Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—*The* **Bear,** *The* **Cub, Essie,** and **Matthew Carey.**

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Feb. 13, 1905.

Fiume—Stephano Bros, 59 cases tobacco; M. L. Herzog & Co, 1 box tobacco samples.

Havana—Havana Tobacco Co, 163 cases cigarettes and cut tobacco; Jas. E. Ward & Co, 8 cases cigars.

SUMATRA TOBACCO.

Str. Statendam, arrived Feb. 7:
(517 bales.)

United Cigar Manufacturers	373 bales
G. Falk & Bro	74 "
Pretzfeld & Co	25 "
The Hilson Co	21 "
H. Duys & Co	14 "
E. Spingarn & Co	10 "

HAVANA TOBACCO.

Str. Mexico, arrived Feb. 7:
(4,674 bales; 151 bbls.; 96 pkges.)

Jas. E. Ward & Co	1,405 bales
F. Eckerson & Co	821 "
Calixto Lopez & Co	440 "
Hinsdale Smith & Co	276 "
Sartorius & Co	252 "
E. Pascual & Co	235 "
M. D. T. Co	185 "
Jose Gustal	168 "
Jos. Hirsch & Son	152 "
M. Perez & Co	132 "
Levi Blumensteil & Co	78 "
Leonard Friedman & Co	78 "
R. M. Blake & Co	73 "
I. Menendez	55 "
J. Bernheim & Son	44 "
Gudalia & Co	42 "
Mendelsohn, Bornemann & Co	37 "
E. Regensburg & Sons	30 "
R. Fernandez	27 "
S. L. Goldberg & Sons	25 "
A. Murphy & Co	24 "
Hamburger Bros. & Co	23 "
E. Rosenwald & Bro	20 "
L. Goldschmidt & Co	17 "
A. Diaz & Co	15 "
Louis Sylvester & Co	11 "
A. Blumlein & Co	10 "
Heyman Bros & Lowenstein	5 "
A. Gonzalez	4 "
The Hilson Co	58 bbls.
Jas. E. Ward & Co	45 "
Mendelsohn, Bornemann & Co	26 "
L. Goldschmidt & Co	17 "
Starlight Bros	5 "
American Cigar Co	96 pkgs.

Str. Vigilancia, arrived Feb. 11:
(1,209 bales; 36 bbls.)

Jas. E. Ward & Co.	796 bales
J Bernheim & Son	354 "
Hinsdale Smith & Co	59 "
J. Bernheim & Son	31 bbls.
Jas. E. Ward & Co	5 "

HAVANA CIGARS

Str. Mexico, arrived Feb. 7:
(468 cases; 1 bbl.)

Jas. E. Ward & Co	400 cases
Park & Tilford	20 "
G. S. Nicholas	16 "
Wm. H. Stiner & Son	12 "
National Cuba Co	6 "
L. J. Spence	6 "
W. E. Caule	2 "
M. D. T. Co	1 case
F. Hirsch & Co	1 "
G. Amsinck & Co	1 "
Francis Taylor, Jr	1 "
Garcia Pando & Co	1 "
W. O. Smith & Co	1 "
Jas. E. Ward & Co	1 bbls.

PORTO RICAN TOBACCO.

Str. Philadelphia, arrived Feb. 13:
(43 bales)

Arguelles, Manrique, Sola & Co	30 bales
W. I. C. Co	8 "
G. W. Sheldon & Co	5 "

PORTO RICAN CIGARS.

Str. Philadelphia, arrived Feb. 13:
348 cases.)

American Cigar Co	140 cases
Am. W. I. T. Co	40 "
W. I. C. Co	38 "
West Indies Cigar Co	36 "
Mateo Rucabado	16 "
Arguelles, Manrique, Sola & Co	12 "
F. Bonilla & Co	10 "
G. W. Sheldon & Co	9 "
Perez, Rojas & Co	9 "
C. Mendez	8 "
Cayey Caguas Tobacco Co	8 "
Antilles Trading Co	5 "
M Menendez & Co	5 "
DeFord & Co	4 "
J. J. Kebler	4 "
Moore & Calvi	3 "
A. S. Lascelles & Co	1 case

PURCHASE PRICE CUT DOWN.

Ripley, O., Feb. 13.

The buyers of the American Tobacco Co. in this district have cut down their average purchase prices fully $2 per 100 pounds within the past two weeks on orders from New York headquarters.

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for

Choice Escojidas of

Remedios, Santa Clara

and Manicaragua,

Vuelta Abajo and Partido Factory Vegas

of Various Sized Lots

LOEB-NUNEZ HAVANA CO.

Packers of

Havana Tobacco

CONSULADO 142 and 144,

Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER
Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION MADE
5¢ 5¢
MANUFACTURED BY A.B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
· · · VAMPIRE · · ·

SLUSH AND SNOW KILL TRADE.

Boston Retailers Aren't Doing Much This Weather.

Boston, Mass., Feb. 13.

There has been no material change in business for the week past; the weather conditions have been about the same, rain, snow and slush predominated and the inability of the street cleaning department to cope with the situation, has continued to be the cause of the falling off in trade with the retailers.

Considering the hard times, the sale of short smokes seems to be improving here and many of the smokers have taken to the little cigarros. Turkish cigarettes sell well here and it is not surprising to see so many new brands continually being placed with the trade without any advertising matter whatever. Ramesis and Shinasi Bros., Naturals remain in public favor with the best element here. Albany brand is being well advertised, and over in Cambridge the Harvard College boys seem to use a quantity of these goods.

Lincoln's Birthday is not celebrated here as it is in many of the other states in the Union.

Mr. Roitman, of Robbins & Roitman, will shortly leave for Havana via Tampa. He proposes to purchase enough Havana for a year's supply for the famous brands R & R, 233, and Boston Comfort, which enjoy a good sale in New England. While in Havana Mr. Roitman will make his headquarters at the Inglaterra Hotel.

Geo. F. Buggs, the popular Newton retailer, spent a few days in town. Mr. Buggs keeps a full line of imported and domestic cigars and tobaccos. He uses as leaders Little Princess and El Cafe cigars also Bock & Co's goods in various shapes.

Leo Bieringer, the Dock Square tobacconist, is spending a few days in New York and is combining business with pleasure.

Rosenthal Bros., of Hanover street, placed a good sized order for Kozy tobacco with L. Miller & Sons. Kozy plug is getting to be one of the best sellers in this class of goods in Boston.

O. Minchew, the New England representative of the Hilson Co., spent a few days in New York last week visiting his firm.

J. N. Finkelstein, the South End jobber, is about to open a new store in the new Post Office Square building. This will make the third store Mr. Finkelstein is operating here.

Turkish Delight cigarettes continue to sell well here and Mr. Shepard is being kept busy making some handsome window displays ably assisted by his wife.

Joe Manning, of Mc Greenery & Manning, has just returned from a brief sojourn in Florida and is looking hale and hearty.

H. Hertz, with the American Tobacco Co., is in town doing missionary work on the new 15 cent Turkish cigarette, Murad.

M. Stewart, of the Strater Bros. Tobacco Co., of Louisburg, Ky., is in town calling on the trade.

M. Barnett & Co., of Fleet street, are now manufacturing Barnett's Guaranteed Havana Smokers, that retail at 5c each.

A. Chertoff, of the Columbia Tobacco Co., spent a few days in New York last week, purchasing a considerable quantity of Turkish tobacco while there.

F. R. Ginn & Co. operate a very fine cigar store at 85 Dover street in conjunction with their wholesale business. This firm job more union and independent tobacco than any other firm here.

Leroy Cubanos seem to duplicate wherever placed and L. Miller & Sons are to be congratulated on account of the success of these goods for a comparatively new brand.

C. Rowley, of the Surbrug Co., spent a few days here this week. The Milo cigarettes are good sellers here and such stores as Lewis & Co., the Commonwealth Cigar Co., Estabrook & Eaton and Dan'l Frank & Co. are always featuring these goods in their window displays.

Rosenthal Bros. have an elegant window display this week of the William the Fourth clear Havana goods, Falk Tobacco Co's various brands of smoking tobaccos, El Cafe cigars and Kozy 2¼ oz. cut plug, Leroy little cigars, etc.

Cy Newcomb, with the Wright Caesar Tobacco Co., of Richmond, is here introducing to the trade a new brand of sliced cut plug, 1¾ oz. package, called Very Good, and another cut plug called Japanese Victory packed in 4, 8 and 16 oz tins.

Edgeworth, in 4 ounce tins, is getting very popular with the smokers of that class of tobacco, and the Larus Bros. Co. is making another success here in connection with their sliced cut plug, Sensible.

BEN ALI.

WELL-KNOWN INDIANA RETAILER DIES.

Alfred W. St. John, of Muncie, Ind., one of the best known tobacco men in this section of the country, died last week after suffering ill health for several years. He was 47 years old, and had been in Muncie about fifteen years. He owned the St. John cigar store, on South Walnut street.

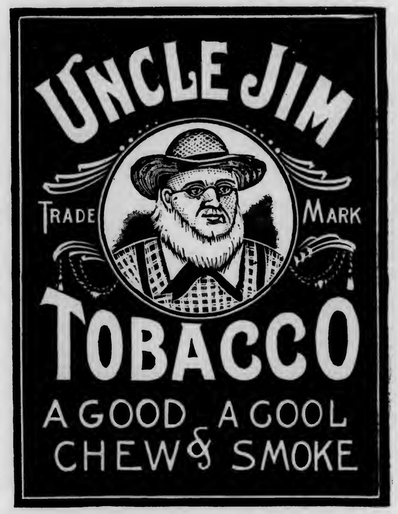
GEORGIA PLANTERS PROTEST.

A memorial to the United States House and Senate has been drawn up by the tobacco planters of Decatur county, Georgia, protesting against the passage of the Curtis bill. The paper declares that the reduction in the Philippine tariff would ruin tobacco planting in the South. The protest is signed by 250 leading tobacco planters.

OUR TWO BIG SELLERS
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.
Union-Made.
All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

GEORGE W. PARR
Littlestown, Pa.
MANUFACTURER OF
High-Grade Cigars
Goods sold to Jobbers only.
Correspondence Solicited.
A Medal was Awarded at the World's Fair, in St. Louis, in 1904, on our
FERNSIDE 5-CENT CIGAR

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

IMPORTANT TO CIGAR DEALERS

The American Tobacco Co. is making a special drop shipment of CREMO cigars (Perfecto style), for account of their customers, in an attractive HUMIDOR containing 3,000 CREMO Perfectos 1/20's.

This very useful package for keeping cigars in perfect order for any length of time is sure to be appreciated by dealers who realize the importance of not only buying good cigars, but keeping them good until they reach the consumer.

You can secure this HUMIDOR containing 3,000 CREMO cigars of your jobber for $105.00, less 10% trade and 2% cash discount.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

PUT IT UP TO THE CONSUMER.

Correspondent Thinks That Smoker Should Bear Brunt of Short Crop.

The following letter embraces what seems a reasonable proposition, the operation of which would certainly obviate a lot of fretting. "E. J.," however, does not bring out the important point that the consumer would get his six cents worth if he were obliged to pay it, in the difference between the continued good quality of the cigar and what it would become if the low price were maintained. It is a harder thing than our correspondent evidently believes, however, successfully to change the price of an established brand.

Editor Tobacco World:

It would seem as if there should be a possibility of changing the price on cigars to the consumer, when crop conditions make it impossible for the manufacturer to put out the same quality of cigars at the same cost. As it is, it is regarded as an impossibility, for the reason that very few retailers could be induced to raise the price a cent on a favorite brand, unless there was an iron clad agreement in which every dealer concurred.

As it is now, when there are no crops, the grower who sells to independent interests puts his price up to the highest point he can get, and in many cases is barely repaid for his year's work and the use of the soil at that; the packer has to pay the high prices, and consequently has to put up his prices to the manufacturer; the manufacturer grumbles very much, but must have the leaf, and so buys it and pays the price.

What is he to do? Use the same quantity of high grade leaf and do business for a year at no margin? Is he to change the blend till he can figure out the same profit, or is he to put out a cheaper brand altogether and go light on the old one until times get better?

If he could get the same proportion of increase from the retailer or jobber that he has to pay the packer, he could turn out precisely the same cigar just as long as the tobacco held out. If the retailer could put up the price a very little on his customer, he could pay the better price to the jobber or the manufacturer, the latter could pay the leaf man what he asked without kicking, the leaf man could pay the grower's prices without a murmur, and the only man who could be said to be out on the deal would be the consumer, who would be out a very small amount, and wouldn't really be out at all, for he would simply be meeting unavoidable and temporary conditions.

When wheat goes up, the grocer's customer has to pay a few cents more for a bag of flour, when beef is tied up, the man who goes to the butcher shop or to a restaurant pays an extra tariff until things come right again, when there is a short crop of pease and a small pack, the consumer pays for it. So why shouldn't the tobacco consumer be obligated, particularly when it would be a luxury that would be taxed instead of a necessity?

Why must a manufacturer with honest intentions, either have to cheapen his quality, or lose money? It is fairly safe to say that any of the firmly established five cent brands of cigars could be raised to six cents for a time if it were clearly demonstrated to the consumer that there was a good reason for it, without there being a serions falling off in sales.

It would be very interesting to see this thing tried some time but there would have to be concerted action for it to have any chance of being successful. E. J.

HERE AND THERE IN YORK.

Newsy Nubbins Gleaned From the Trade in This County.

York, Pa., Feb. 13.

The sale of cigar and tobacco stamps of this division of the Ninth District is increasing. The total receipts for January were about $91,000, which is $3,000 in excess of January of last year.

There was, however, a decided decrease in the number of licenses issued for opening new cigar factories, the total number being only sixteen, which is only about four per cent of the number taken out in January of last year.

Following is a list of those who took out new licenses: Jeremiah Arnold, Mary Schuhart, S. Holtzinger, Jane Shindler and Chas. J. Hoffman, all of Red Lion; Geo. F. Smith and W. B. Hostetter & Co., York; R. J. Shenberger and Velena Weitkamp, Yoe; Edward B. Stoner, Hellam; Geo. H. Leader, Jacobus; J. F. Sechrist, Holtz; Thos. J. Smith, Hanover; Moses Emenheiser, New Bridgeville; and Lewis H. Seaks, Stewartstown.

Quite a number of cigar manufacturers at Windsor are active in urging the granting of a charter for borough rights, among whom are W. H. Grim, J. E. Shearer, of Shearer Bros.; D. A. Fry, S. E. Arnold and W. H. Snyder.

Tschopp & Kohler, cigar box manufacturers at Windsor, contemplate enlarging their factory about the first of April, which step is made necessary owing to an increase in business.

The final hearing for the discharge in bankruptcy of John E. Olp, formerly a cigar manufacturer at Jacobus, will take place on Thursday, in the District Court of the United States, at Scranton.

C. E. Myers, cigar box manufacturer at East Prospect, informs your correspondent that during the past year business has been much better than during any previous year, and that he feels reasonably confident of an indefinite continuance of good trade.

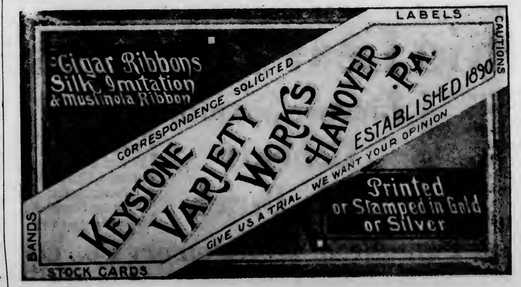
The cigar trade is becoming more active. On the first of the year G. W. Gable, who is one of the largest cigar

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 Marietta, Pa. Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere



IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio.

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

manufacturers in Windsor, is said to have had on hand about two million cigars, but the large number of orders which were received during January depleted this stock very materially. In fact, it is said that if Mr. Gable had not had a large surplus of stock on hand at the first of the year, he would have been unable to fill the orders during the past month.

W. C. Jackson, of East Prospect, is continuing to work with a full force, and informs us that he has not noticed any perceptible falling off in trade since the first of the year.

Holtzinger & Seitz, of Red Lion, one of the progressive firms of cigar manufacturers of that lively borough, are making a special drive on their Governor Wright and Regal Duke, five cent cigars, which were prize winners at the St. Louis Exposition. Their product is now being sold throughout a large section of the country and appears to be giving universal satisfaction. Both C. Fred Holtzinger and W. H. Seitz are active young men and are building up a very satisfactory business.

The Gladfelter Snyder Tobacco Co., of Yoe, manufacturers of the Big Bob and Uncle Jim scrap chewing and smoking tobaccos, have received an exceptionally large order from a big St. Louis distributing house for their product. They are now comfortably located, in their new factory building, which contains every convenience for the manufacture of their product, which is meeting with exceptionally good sales everywhere. On January 1st Geo. A. Kohler, of Geo. A. Kohler & Co., of York and Yoe, was admitted to an interest of the Gladfelter-Snyder Tobacco Co.

H. F. Kohler, of Nashville, had an exceptionally satisfactory year during 1905. He is having a larger demand for his product than output owing to the impossibility of securing a sufficient number of hands to meet the requirements of his rapidly growing trade.

Strinestown, about ten miles from here, is making a bid for a cigar factory. It is declared that no town in the county affords a better opportunity than this, as there are eighty cigarmakers here and a large number more within convenient distance.

A. Sonneman & Sons last week received their first lot of the new crop of tobacco, among which was some goods that are regarded as being as fine as was grown last year.

THE READING BUDGET.

A Few Changes in the Trade to Be Recorded.

Reading, Pa., Feb. 13.

Newcomet & Newcomet are closing out their business. Just what has brought about this action is not generally known, as this firm enjoyed a good trade.

I. J. Goldsmith is running full handed, having large orders for his popular brands, Diploma 5c and Amorelle 10c goods.

Charles R. Albright has remodeled his factory and put six additional men to work.

Otto Eisenlohr & Bros.' modern factory is nearing completion. W. D. Sands, now with Stewart, Newburger & Co., will be the superintendent of the new factory.

Shiveley, Miller & Co., of Pottstown,

A. HUSSEY
LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
LEAF TOBACCO
Shade-Grown SUMATRA, in Bales
We make SCRAP. Filler, Ready for Use.
Phones { York, No. 180. Bell, No. 1873. } 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

who were on the verge of dissolving, have gotten together again and are pushing the business with renewed vigor. Mr. Sassaman is now on a Southern trip, and is getting a number of good orders. In addition to the cigar trade, the firm has built up quite a trade on natural leaf scrap tobacco, which promises to be quite an item, on account of the growing tendency of the scrap business.

During an interview with Fred W. Cranston, Deputy Collector of Internal Revenue of the First District, and in charge of the Reading office, it was learned that there are 216 cigar factories in active operation in Berks county, and twenty-three tobacco factories. During the past year there was made in this division of the First District 131,612,613 cigars, an increase of 6,000,000 over the previous year, and business seemed to be uniformly good during all of 1904.

An interesting tobacco case was decided in the Lancaster County Court a few days ago. It was a suit brought to recover the amount represented by some leaf tobacco bought by I. B. Good, a cigar manufacturer of Ephrata, from J. W. Fehr & Son, of Reading, and I. J. Schoener Co., of New York. Before the goods sold to Good had been paid for they were seized on an execution against I. B. Good by Enos W. Good. Then the sellers of the goods instituted an action in replevin, secured and removed the goods sold by them. Subsequently, suit was brought to recover the amount representing the value of the goods replevined. During the trial it was alleged by Fehr and Schoener that the goods had been bought by Good under misrepresentation, that he had claimed to be a real estate holder. In view of the early execution following the purchase of the goods, the jury seemed to concur with the allegations, and rendered a verdict in favor of Fehr and Schoener, notwithstanding the denial by Good, who swore that he had referred the leaf men to a bank in Ephrata to prove his standing.

MODERATE TRADE IN LANCASTER.

The Bad Weather Held Things Back as Much as Anything.

Lancaster, Pa., Feb. 13.

Local dealers experienced but a moderate trade in leaf tobacco during the week, and the dullness was undoubtedly augmented by the extremely bad weather, which did not, however, deter the activity of visiting leaf salesmen, among whom were L. F. Mueller, with Dohan & Taitt, and L. R. Eisenbrand, with L. Bamberger & Co., both of Philadelphia; Chas. Lederman, with Leonard Friedman & Co., New York; T. A. Wheeler, with A. Cohn & Co., New York, and Barney Livingston, who made his initial trip in the interest of K. Strauss & Co., of Philadelphia.

Nearly all the leaf warehouses are now in full operation receiving new goods and packing as rapidly as possible.

The cigar trade of this county is only moderately busy, with some exceptions, of course. The several factories of the Johns-Brash Cigar Co., are all in full operation. Main offices are, of course, in this city, which is the headquarters of Edward M. Brash, the secretary-treasurer. This Company some months ago took over all the factories of the S. L. Johns Cigar Co., which are located at Lancaster, McSherrystown, Hanover, Gettysburg, Irishtown and Strinestown. Mr. Brash who is well known in the trade throughout the country, was for years prominently identified with the cigar manufacturing trade at Pittsburg, as the head of the old firm of M. Brilles & Co., which business was merged into the United States Cigar Co., and that later into the American Stogie Co., when he took up his residence in New York city, and was appointed manager of the sales department of the American Stogie Co., from which he subsequently resigned and soon after formed the company of which he is now at the head, and which under his experienced and conservative management is making remarkably rapid progress.

ARE FARMERS MANUFACTURERS?

Those Who Sell Leaf of Their Own Growth May Be So Classed.

Washington, D. C., Feb. 11.

Senator Daniel, of Virginia, has submitted a resolution in the Senate to the effect that the Secretary of the Treasury be directed to inform the Senate whether or not the proviso of section 69, act of August 28, 1894, to wit: "That farmers and growers of tobacco who sell leaf tobacco of their own growth and raising shall not be regarded as manufacturers of tobacco, and so forth," has been construed by the Treasury Department or any officer thereof to apply only and as a personal privilege to such farmers and growers of tobacco who sell in person and not by an agent or employe "leaf tobacco of their own growth and raising", or to those who deliver the same by their own hand and not by an agent or employe; and also to furnish the Senate with copies of the opinions, if any, that have been rendered by the Department on this subject.

The resolution was ordered to lie over.

GLOBE TOBACCO CO. ELECTS DIRECTORS.

The Globe Tobacco Co., of Detroit, Mich., met last week and elected the following directors: Homer McGraw, R. Kempf, Walter C. Hamper, W. T. McGraw and A. C. Stellwagen. The latter then re-elected the officers as follows: Homer McGraw, president; R. Kempf, vice president; Walter R. Hamper, secretary-treasurer and general manager.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS
Correspondence with Wholesale and Jobbing Trade Invited.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

Leaf Tobacco Markets.

CONNECTICUT VALLEY

For two miles on the road where the writer lives there is but one crop of tobacco left in the hands of the grower, and that is owned by J. M. Crafts. It is a crop of about 10 acres, and is considered by many to be a very nice crop, but he has maintained that good tobacco was worth a price, and is holding for that price, or as near to the price asked as he can get. An offer was made for it last week of 17½c in the bundle. I, for one, hope he may get the price asked, and I think that he will.

Our correspondents write:

Conway, Mass.: "The tobacco crop is nearly all sold. Some few lots that are sold have not been delivered yet. The crop weighed out extra well this year for such a good yield; I think on an average about 1800 pounds per acre."

Hatfield, Mass: "B. M. Warner has sold his tobacco to Gans, of New York, at a price reported to be better than 25c, after the crop passing through a forced sweat. Thaddeus Graves has sold to the same party at better than 21c. We hear of some farmers refusing 21c."

North Hatfield, Mass.: "George B. McClellan has sold his tobacco to Bock, about 10 acres, at private terms. Francis G. Bardwell has sold at private terms about 8 acres. Charles Bardwell sold 5 or 6 acres; Frank Bardwell, 1½ acres; Fay Bardwell, 8 acres; M. J. Hallorin, 10 acres; Mrs. Flavin & Sons, 10 acres; Conrad Wolfram. 4 or 5 acres, all these at private terms."—American Cultivator.

EDGERTON, WIS.

A week of heavy storms and drifted roads has tended to handicap the tobacco movement in the country, keeping buyers near home. The new crop continues to be sold sparingly and the demand for old leaf has no appreciable decline, dealers generally standing ready to take over everything at a price which will permit of turning. Sales coming to notice showing the trend of recent transactions are:

G T Taylor, 8a at 8 and 2c
Ole Seamonson, 7a at 7½ and 1c
F L Englestad, 10a at 7½, 6 and 1c
George Burthe, 7a at 7 and 1c
E E Lunde, 10a at 6 and 1c
L D Webb, 3a at 7 and 1c
E T Rockney, 6a at 6 and 1c
Fred Hyland, 5a at 7½ and 1c
M Jarlesberg, 12a at 6, 5½ and 1c
John Fladen, 4a at 6 and 1c
A Danielson, 53cs '03 at 7½ and 2½c

So far the deliveries at the warehouses have been ample to keep the packing forces busily employed, though the need of casing weather that will permit the growers in the northern and western sections to prepare their tobacco for market is becoming more pressing every day. The great bulk of the crop in these sections is practically hanging in the sheds, and dealers holding contracts for the same are as anxiously awaiting the coming of soft weather.

Shipments were 1077cs, and 5 cars of bundles to Richmond, Va.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 96 hhds, as of late almost entirely of new tobacco; offerings on the breaks, 2 hhds; public and private sales, 30 hhds.

Quality unchanged; market firm. None of the new crop is yet offered for sale. We still have severe winter weather, preventing handling of the crop in the barns.

Nothing doing in the loose tobacco market, partly from the cold weather, but mainly from the control of the sale by the Planters' Association, which is also making renewed efforts to get Congress to repeal the act of 1894 putting a tax of 6c per pound on sale of raw leaf tobacco to consumers. The repeal would give another outlet for their crops on the sugar and cotton plantations and in the Northwestern States.

Quotations for old tobacco, unchanged.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP — SOLID OR CRADLE
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader:
WEALTH PRODUCER. Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

H. S. SOUDER
Special Designs — Engraving Embossing
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty — Metal printed Labels

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

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York, Pa.
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Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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Five Cent Cigar

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

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Light Connecticut
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Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

M. H. Clark & Bro. Cable Address "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Business Changes, Fires, Etc.

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Hartford—M Cooper, cigar manufacturer, files notice to sell out

New Britian—R J McEnroe, cigars, etc, sold out

South Manchester—L Savoy, manufacturer and retail cigars; petition in bankruptcy

Waterbury—John A DeVita, cigars; bill of sale

District of Columbia

Washington—C P Mack, retail cigars and tobacco; bill of sale to B A Mankin

——Jas A Moore, retail cigars and tobacco; chtl deed of trust, $150

Georgia

Atlanta—Miller & Sharp, cigars; succeeded by R E Sharp, agent

Illinois

Champaign—F L Barrum, cigars; damaged by fire

Chicago—Frank Pettit, cigars; sold out

Indiana

Indianapolis—Sorhage & Craig, cigar manufacturers; succeeded by Sorhage & Robertson

Kendallville—Moore & Leas, cigars, etc; sold out

Iowa

Council Bluffs—Thos Maloney, cigar manufacturer; succeeded by Maloney & Healy

Red Oak—E A Frey, cigar manufacturer; burned out

Maryland

Baltimore—Neudecker Tobacco Co.; deeded R E, $6,250

Cardiff—G C Harris, cigars, tobacco, etc; bill of sale, $250

Massachusetts

Brockton—Brockton Cigar and Tobacco Co (not inc), cigar manufacturers; chtl mtge, $500

Michigan

Detroit—G R Gross & Son, cigar manufacturers; sold out

New York

Brooklyn—Rapp Cigar Co; bill of sale, $2,657

Ohio

Miamisburg—C Brauer, cigar manufacturer; discontinued

Toledo—A A Walp & Son, A A Walp individually, cigars; R E mtge, $300

Xenia—Frank M Hunt, cigars, etc; receiver appointed

Pennsylvania

Lock Haven—A A Narmern, cigar manufacturer; judgment, $100

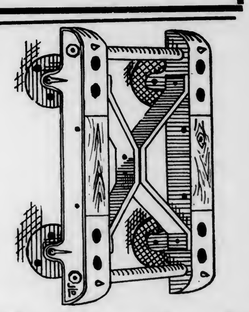
Washington

Addy—Dudacek & Salvage, cigars; succeeded by F G Dudacek

Cheney—O'Deill & Richardson, cigars and tobacco; sold out

Wisconsin

Milwaukee—Chas Fleishman, cigar manufacturer; damaged by fire



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It won't leave its position on the floor when a case falls on it.
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FOR SALE.
IONA TOBACCO CO.
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E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

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Box 2. Willson Bldg. WASHINGTON, D. C.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

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248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
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The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
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Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855. Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

Combination
SCRAP
--Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories
J. L. METZGER Tobacco Co.
Dealers in LEAF TOBACCO
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Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

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MIXTURE
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JOSEPH REED

Ten Cent Cigar

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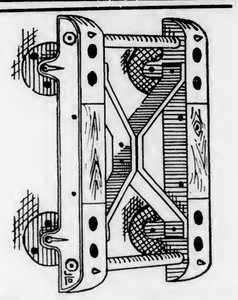

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Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.
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Our Leading Chewing and Smoking Brands:
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KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
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P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

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Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
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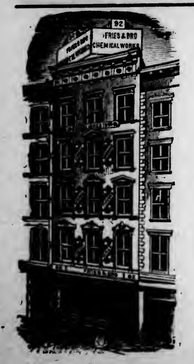
Sole Owners and Manufacturers,
RACINE, WIS. U S A.



ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855.
☞Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

Combination
SCRAP
--Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories
J. L. METZGER Tobacco Co.
Dealers in LEAF TOBACCO
LANCASTER, PA.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

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Correspondence Solicited. Le Droit Building, WASHINGTON, D. C.

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PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
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SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE WAY AND THE MEANS

¶ There are more ways than ONE to do everything—but every way isn't the BEST way.

¶ If it is any part of your business to produce GOOD cigars, you need GOOD Cigar Tools.

¶ NATIONAL TOOLS are just a little bit BETTER—and a little bit CHEAPER—than YOUR tools.

¶ Because we have the patents, the skilled labor, unusual manufacturing and selling advantages, and we know our business.

¶ NATIONAL CIGAR CUTTERS, gauged correctly, riveted handle, self-sharpening knife, tempered tool steel, and pure brass spring.

¶ NATIONAL CIGAR BOARDS, hard, strong, heavy and smooth; no knots, streaks or spots; can't warp or split.

¶ NATIONAL CIGAR KNIVES and CUBAN BLADES hold their edge and never botch the job.

¶ Another thing, we don't charge several prices for NATIONAL TOOLS, and we give your money back if they don't suit.

¶ Ask for our Special Proposition, meant particularly for YOU.

¶ The coupon brings it.

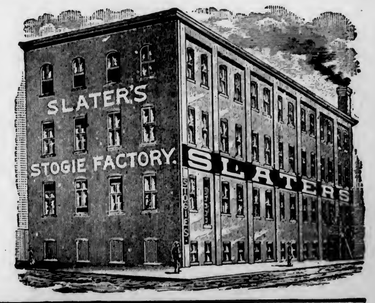
CUT THIS OFF AND MAIL IT.
NATIONAL SELLING CO., ALLENTOWN, PA.
Give me prices and particulars, and send your complete catalogue.
NAME.....
ADDRESS.....
State whether you are a dealer, cigar m'f'r, or user.
.....

NATIONAL SELLING CO.,
ALLENTOWN PA.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address—
S. Omicron & Bro.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER **STOGIES**
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



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THE TOBACCO WORLD

ESTABLISHED IN 1881
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PHILADELPHIA and NEW YORK, FEBRUARY 22, 1905.

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Single Copies, Five Cents.

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WILL BE HELD IN HOLLAND ON THE FOLLOWING DATES:

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March 17
March 31
April 7
April 14
May 5

Buy Your
Sumatra Tobacco
FROM
H. DUYS & CO.
No. 170 Water Street,
New York, N. Y.

May 12
May 26
June 2
June 9
June 23
July 7

Cut This Out and Keep It as a Reminder.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

—THE TOBACCO WORLD—

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GUMPERT BRO'S. Manufacturers — 114 N. 7th St. Philadelphia

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HARTMAN & KOHN,

Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar

1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
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107 Arch St. PHILADA.

Established 1825

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SUMATRA and HAVANA

Packers & Dealers in ***LEAF TOBACCO***

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of **LEAF TOBACCO**

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in **LEAF TOBACCO**

IMPORTERS of

Young & Newman, Sumatra & Havana Y&N

21ST N. THIRD ST., PHILADELPHIA *Packers of Seed Leaf.*

Bayuk Bros.

SOLD BY LEADING DEALERS EVERYWHERE

5¢ CIGAR

WRITE FOR FULL PARTICULARS

MENTION TOBACCO WORLD

BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

SPRINGFIELD IS LOSING MONEY.

One of those statistical individuals who are forever compiling figures on every known subject got busy in Springfield, Ill., a little while ago and produced an estimate of the cigars made and smoked in the city each year. The table is given here not because it seems apparent that any one is really suffering to know just how Springfield is making out in the cigar business, but because it is a rather curious form of reasoning and deduction.

A good many of the statements will apply to any city, following out the same ratio, it being remembered, however, that in the largest cities, the proportion of consumers to cigars manufactured will as a rule grow greater.

According to the Springfield statistician there are 12,000 smokers in his city, and it is assumed that each one will average four cigars a day. He then proceeds as follows:

Number of cigars consumed in this city each day, 48,000.

Number of cigars consumed in this city each week, 336,000

Total number of cigars consumed in this city each year, 17,472,000 cigars at $35.00 per M., $611,000.

Total number of cigars manufactured in this city each year, 6,760 000.

Total cost of 6,760,000 cigars at $35.00 per 1,000, $236 000.

Amount of money sent out of city each year for cigars, which should be kept at home, $374,400.

Number of cigarmakers that should be employed at Springfield, 260.

Number that are employed in Springfield, 100.

Number of cigarmakers supported by the smokers of Springfield, who do not live here, 160.

Average wages of each cigarmaker per week, $13.

Amount of money in wages that should circulate in Springfield each week instead of going to other cities, $2,080.

Each year, $108,160.

Add to this seven cigar packers at $20.00 per week, $7,280.

70 strippers, at $3.00 per week, $10,920.

Grand total of wages that should remain in this city instead of going to outside cities, $126,360.

So!

The Springfield man takes the peculiar position that the city ought to be completely independent in its economy and get along without any commerce at all with outside cities, inasmuch as it is reasonable to assume that he would desire the same conditions in every form of business, and it is also only fair to argue that if jobbers aren't to buy any cigars from out of town manufacturers, the Springfield manufacturers should not sell out of town.

So that the city as a business proposition would simply be in the position of the South Sea Island colony, the members of whom were said to have lived by taking in each other's washing.

If a town were to live entirely within itself trade would be paralyzed and the world would become nothing but a series of little colonies gathered about the necessary places of business. And if a law were passed forbidding any manufacturer to sell outside his factory town there would be lots doing for awhile in the offices of Dunn & Bradstreet.

This winter is enough to discourage an evangelist. With every prospect for a good business year in the tobacco trade, this miserable succession of blows, snows, freezes, thaws, hails, sleets, drizzles, pours, fogs and the other temper destroying things that the weather can do, had to arrive with an evidently paralyzing effect on the consumer's desire to consume.

It all hangs on the man who smokes or chews, and anything that puts a damper on his habits puts a damper on every branch of the trade. The man who hesitates a second at the cigar store and then lowers his frozen nose into his necktie, jams his fists into his pockets and strides along without the cigar, doesn't realize how far-reaching his act is, for human nature is the same everywhere, and there are others all over the city and other cities doing the same thing.

Then the business man who remembers that he is about out of cigars at home, and gloomily reflecting on how slow collections are, goes in and buys a half dollar's worth to do him for a while, instead of a box, is one of a large number that are helping to make collections still slower.

High prices for leaf make another important element in the situation, and so the manufacturers are rather getting it on two ends.

If spring, with its balmy breezes, sunshine and happy promise ever arrives, it is fair to hope that business will take a decided brace. It can't come any too soon for your Uncle Jasper, who finds himself able to use very little of the present weather in his own business.

THE OLD SALESMAN.

Sulzberger-Oppenheimer Co.

(Limited)

Cigar Manufacturers

Broad & Noble Sts.

Philadelphia

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS,

Makers of

Hollard's Premiers,

Franklin Club,

Luxury,

and NUMEROUS PRIVATE BRANDS.

Seal Cigar Factory,

2203 South Street, Philadelphia

Hollard's

F. V. ESHLEMAN,

1600 Arch Street, Philadelphia,

MAKER OF

HAVANA CIGARS

A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

THE most vital problem of store management is that of organization. It does not matter whether the store is large or small, the necessity for thoroughly organized business methods is the same

Too many storekeepers make the success or failure of their business depend entirely on their own resources. The most successful man today is not the one who tries to do it all himself, but the one who picks out good men and turns over to them certain portions of his work, telling them what results he expects, but leaving the methods of getting these results very largely to the men themselves.

You, as the head of the business, cannot possibly look after all the details. If you try to do so, you will simply use up time that should be devoted to more important things.

Keep up to date in all your methods, and in the class of goods you are handling. There can be no better way to find out the weak points of your store than by a system of suggestion boxes, in which any clerk or employe in your store can drop a suggestion as to anything that he thinks might be improved. The suggestions should be taken from the boxes at certain intervals, and prizes awarded for the best ideas. There is probably no dealer who cannot remember that in his early days when he clerked in a store, he recognized the need for improvements, new ideas, or better methods, but either lacked the opportunity of offering them, or feared that the proprietor would take the suggestions in the wrong way.

Asking for suggestions from your clerks creates among them a feeling of personal interest in your business which is conducive to the best results. One of the things such a system does is to create enthusiasm among the clerks, and without such enthusiasm and interest in his business, no employe can give his employer the proper service.

The plan of offering a series of prizes for the best clerks is an excellent one. Whether the judging of the clerk be based on the amount of business he does, or upon the fact that he makes the fewest mistakes, or upon the general average of work, the result cannot but be a good one. As a prize for the clerk having the highest average, a trip to some large city may be offered.

Let the prizes for clerks be based on several things; The amount of business done, the fewest number of errors made, personal appearance, whether always cleanly shaved and neatly dressed and general attitude towards customers. These things could be noted every day, and the general average determined each week or month, or whatever the time set may be. The clerk making the highest average would be the one to receive the prize.

All these features tend to increase the enthusiasm of employes and their interest in your business.

DO A CASH BUSINESS.

IN these days when the man who does a cash business is so much better off than the man with a fat ledger, it is up to every retailer to try to make as much of his business cash as possible.

The best way to accomplish this result is to offer inducements to his trade that will interest cash buyers. One plan is to offer a rebate or discount on all cash sales.

There are always customers on the books who owe a small balance from week to week, and carry on all their trade through a credit system. By offering a discount for cash, such buyers are easily induced to abandon buying goods on credit.

One of the best methods to accomplish this is to use a cash register which issues a check with every purchase. Upon this check may be printed the amount of the rebate; and it is simply a question of advertising ability to interest your customers in the discount, rebate or presents offered for cash trade.

Another method to obtain cash customers is to set aside, on bargain counters, such goods as the merchant desires to move. There is always more or less of this class of goods in the store that does not seem to take with the trade, but is still a first class article. If these are offered with a liberal discount for cash on certain days, and the subject is properly advertised, it will undoubtedly attract the attention of cash buyers.

WHAT is there about a retail cigar store that makes any man with a little money think it's a gilt edged proposition?

THIS WILL DRAW CUSTOMERS.

A PRETTY fair plan to draw a crowd to the store on the dullest evening of the week is the following. If the dealer uses a newspaper it would be the proper thing to advertise the scheme there, but if he doesn't, an attractive window card might serve:

Make the announcement that on a certain evening, beginning at a certain hour, a fifty per cent reduction will be allowed on any article in the store to the first one hundred persons entering. If the dealer does not believe that he could afford to give fifty per cent to get the crowd, let him make it thirty or twenty-five, it being remembered that his individual sales would be much larger than usual as any one attracted by such a scheme would buy as largely as convenient to take advantage of it.

Then again the dealer may choose to give variety and a gambling element to the offer by making it the first hundred alternately—the first, third, fifth, and so on, until the hundred have been made up.

It could be announced that "on such and such a night at exactly 7:30 we will commence issuing tickets to customers as they enter the store. Two hundred of these tickets will be issued to the first two hundred persons to enter and all the tickets bearing odd numbers will entitle the holders to a fifty per cent reduction on the price of any article in the store."

If the dealer proposes to make the offer on alternates, it would increase the interest and better his sales, to distribute the tickets in envelopes, and in that case a sentence like the following might be added to the announcement as outlined above:

"These tickets will be enclosed in envelopes, and the customer must make his purchases before he breaks the envelope and looks at the number on his ticket."

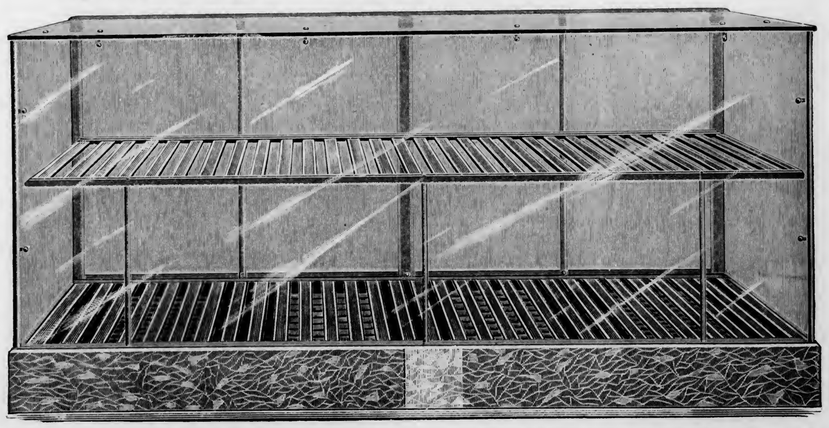
Of course, during the sale, the tickets must be deposited in the store, as an evidence of good faith to the customers who don't win.

* * *

AN IMPROVED TOBACCO POUCH.

A CALIFORNIAN has invented a rather novel tobacco pouch, which is provided with a measuring device which will measure out a quantity of tobacco necessary to fill a pipe or make a cigarette. The measuring device consists of a cylinder formed at the upper end of the pouch. This cylinder is covered at the top by a lid, which is kept closed against the pressure of a well actuated hinge by means of a spring latch. A sliding plate is provided within the pouch to close the lower end of the cylinder. This plate may be operated by a thumb piece, projecting through the upper wall of the pouch. In use the plate is moved clear of the cylinder and the pouch inverted to fill with tobacco. Then the plate is moved to closed position and the lid released, causing the measured amount of tobacco to flow out into the pipe. The measured chamber thus prevents waste. The pouch is particularly useful to smokers who make their own cigarettes. When adapted for that purpose the cylinder is made of a size to measure just the quantity of tobacco necessary for a single cigarette.—Ex.

F. POLLARD'S CIGAR CASE FOR THE "400."



THE above cut gives an idea of the complete and handsome showcase for cigars which is put out by F. Pollard, of New York, Cleveland and Pittsburg. The case is made entirely without frame of wood or metal, and thus can not become shabby or tarnished. The only materials exposed to view are plate glass and marble. The cases are fitted with racks and water trays, and are of the following dimensions: Top light, 26 inches wide; front light, 34 inches wide; marble base, 7¾ inches wide and 42 inches high over all. These dimensions, however, can be varied, and the case is made any length from 3 to 14 feet.

EVERY MERCHANT CAN MAKE MONEY

THE up-to-date merchant makes money by placing in his store a system which gives him full information concerning his day's business at any time in the day.

A National Cash Register

Takes care of the smallest detail in any retail business.

A merchant cannot afford to be without a system which is thoroughly reliable, fully guaranteed, which pays for itself out of the money it saves, and earns for its owner 100 per cent. on the money invested.

Write for full information.

CUT OUT THIS COUPON AND MAIL IT TO US TODAY

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a store. Please explain what kind of a register is best suited for my business. This does not obligate me to buy.

Name

Address

No. Clerks

Please Mention The Tobacco World

DON'T LIKE BURLEY FAILURE.

Ohio Merchants Believe It Will Tie Up Money With Farmers.

Cincinnati, O., Feb. 16.

There is considerable dissatisfaction expressed in this city over the failure of the representatives of the Burley Tobacco Growers' Association to secure the loan of $10,000,000 with which to purchase a control of the present crop, for the reason that it is argued that the farmers will probably not receive so much for their crops, and there will accordingly be that much less money in circulation in the city. It is considered probable now that much of the crop will be marketed in Louisville, which will be another blow to this city.

Had the deal been consummated, this city would have been benefited considerably owing to the fact that there was a condition, implied at least, that practically all the tobacco was to be sold in Cincinnati, making it the leading market.

That very fact is thought to have caused Louisville interests to add their influence to the opposing interests in discouraging New York bankers against making the desired loans.

There is a faint hope among the local warehousemen that their work in the cause will be appreciated by the local farmers to the extent of inducing them to send their crops to Cincinnati anyway, where they can consider that they are among friends. Whether sentiment would dominate a possible higher price in the Louisville market is a dubious question.

A good many independent manufacturers and handlers are not weeping much over the failure of the attempt to corner the burley market, as they consider that it would practically be only a case of another temporary trust, to which they would have had to pay tribute in the way of high prices. The mere fact that the farmers would have benefited does not hit them very strongly.

It is generally conceded by the trade here now that the combine is responsible for the failure, it having played its game among the capitalists and bankers in New York. Under the circumstances, the discouraging of the loan should not have been a hard matter.

NEW RULING ON CIGARETTE LAW.

Indiana Judge Says Section Relating to Minors is Unconstitutional.

Considerable comment is being caused in the Indiana trade by a ruling of Judge Ely, in the Circuit Court of Petersburg four or five days ago, that the section of the statute covering the sale of tobacco to minors is unconstitutional. This was such a new view of the case that there has been general speculation as to whether the decision will be reversed.

The ruling was made as the result of six grand jury indictments which were made against dealers who have acknowledged that they have sold tobacco to minors. These defendants admitted the sale and were perfectly willing to pay fines, but protested against serving jail sentences. The decision was the result of efforts to have the sentences revoked.

It is believed that Prosecutor Taylor will appeal the case to the Supreme Court, and the trade is awaiting such an action with great interest.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO.
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

FEWER BUYERS IN HAVANA AND LESS TRANSACTIONS

Market is Pretty Well Reduced, and All Eyes are Turned Toward the New Crop. All Guess Work About This So Far, Except That It Will be Shorter Than the 1904.

[Special Correspondence of The Tobacco World.]

HAVANA, February 13, 1905.

There is a slight falling off in the number of transactions reported, and as there are less buyers in town it is but reasonable to look for a smaller business hence forth. Owing to the lessened stocks on hand, however, the holders demand high figures for all vegas of merit, while they are willing enough to let go all lots which are less salable under ordinary circumstances.

If but few buyers should make their appearance it is possible that the latter by hard work might find here and there a seller who might wish to liquidate his holdings; otherwise prices are bound to remain firm. The clear Havana cigar manufacturers from Tampa and Key West evidently have not enough tobacco on hand until the new crop can come to market, and from appearances it looks as if they will yet need all the goods which are suitable for their particular wants.

Northern styles for mixing purposes in Vuelta Abajo and Remedios are very limited, and the few holders of such goods show not the least desire to part with them except at very stiff figures.

Everything written or said about the new crop is still more or less guess work, excepting that the majority of the authorities upon the question are unanimous in declaring the 1905 crop shorter in quantity than the last growth, and that there have been enough unfavorable atmospheric conditions to be prepared to find a more or less large proportion of defective leaf, as to colors, texture and possibly burning (?) quality.

That the intelligent buyers of leaf tobacco must put some faith in these reports is proven by the alacrity with which they have secured the desirable vegas of the 1904 crop.

Total exports from Havana were 5,862 bales to all ports during the past week.

Sales

amounted 7,205 bales in all, consisting of 3,827 bales of Vuelta Abajo, 350 of Partido, 1,800 of Remedios and 1,228 bales of Yara tobacco. The destination is given as 4,717 for the United States, 1,415 for Europe and 1,073 for local consumption by the cigar and cigarette manufacturers.

Buyers Come and Go.

Arrivals:—Richard Sichel, of B. Rosenblueth, John Fielding, of Rothschild & Bro., J. W. Surbrug, of the Surbrug Co., New York; Sol Salomon and Harry G. Salomon, of G. Salomon y Hns, New York and Havana; Barron Taylor, representative of the Por Larranaga factory at New York; Facundo Arguelles, of Arguelles, Lopez & Bros., Ignacio Haya, of Sanchez & Haya, Oscar Reinach, of the Fernandez Hs. Co, Tampa; W. W. Stewart, of Stewart, Newburger Co., Philadelphia and Reading; M. J. Dalton, cigar importer, of Philadelphia; Ernest Ellinger, of E. Ellinger & Co., New York and Havana.

Departures:—H. Spingarn, Lewis C. Cantor, B. Wasserman, E. H. Smith, E. P. Cordero, and Jose H. Cayro, for New York; L. W. Scott, for Boston; Harry Nathan and Milton Herold, for Philadelphia; John B. Grommes and Nathan Elson, for Chicago.

Havana Cigar Manufacturers

when talked to are apt to belittle their business. They claim they have orders enough of smaller quantities, but that the big orders are missing still. Now the facts are that the exports from Havana in January, 1905, amounted to 22,398,922 cigars, while during the same time in 1904 they were only 19,234,988 cigars, which shows an increase in 1905 of 3,163,988 cigars, or almost 16½ per cent.

It seems that the large independent factories are not discharging any cigarmakers, while it is said that the trust and the smaller independent ones are diminishing their forces. J. W. Seidenberg, of the Rosa Espanola factory of the trust in Tampa, has taken charge of the trust factories in Havana, ostensibly, as it is said, to help Don Gustavo Bock and to relieve the latter of some of the heavy burden which he has had to carry alone up to now.

While your correspondent published last month that the percentage of the whole exports was 52¾ per cent for the trust and 47¼ per cent for the independent factories, another creditable source makes the figures 50.70 per cent for the trust and 49.30 per cent for the independents in 1904.

H. Upmann & Co. exported last week 487,000 cigars, and continue as busy as heretofore in producing the world famed H. Upmann brand.

Cifuentes, Fernandez & Co. note no diminution in the receipts of their orders for the celebrated Flor de Tabacos de Partagas & Ca, so everything goes swimmingly with them.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA — FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Consulado 91, HAVANA.

SUAREZ HERMANOS,

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

Figuras 39--41,

Cable Address: "Cuetara." Havana, Cuba.

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." Habana.

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.

Packer and Exporter of **Leaf Tobacco**

102 Escobar Street, HABANA, CUBA.

Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, *HAVANA*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONILEVA. **Habana**

Royal Cigar Factory

INDEPENDENT

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, Habana, Cuba.

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de

Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270. Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

☞SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS☜

P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO

GROWER, PACKER AND DEALER IN

Vuelta Abajo, Partido and Remedios

Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.

Dealers in Leaf Tobacco.

and COMMISSION MERCHANTS,

Monte 156, Cable—"CALDA." *HABANA, CUBA.*

Established 1834

POR LARRAÑAGA

Trade Mark Registered

Independent Vuelta Abajo Factory

Por Larrañaga Cigar Manufactory

ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager

2 Belascoain (B), HAVANA, CUBA

Cable Address: Por Laranaga, Havana

Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

Por Larranaga's representative in the United States, Barron Taylor, arrived here last week from New York and having brought along a long list of special size orders his visit was naturally very welcome. With a team of this kind, Don Antonio J. Rivero, as the zealous manager of the factory in Havana, and Barron Taylor, the pushing selling agent in the United States, the year 1905 ought to be memorable for the Por Larranaga factory.

Behrens & Co., are busy attending to the execution of orders for cigars from everywhere.

Rabell, Costa, Vales & Co. are doing a good steady business in their Ramon Allones and Cruz Roja factory. The Eminencia cigarettes of J. Vales & Co. are beginning to find a market in the United States, as orders are not only repeated, but are for larger quantities.

Crepusculo is also one of the active factories which is seldom without good, substantial orders fr m the United States, London and Germany, therefore J. F. Rocha & Co. do not complain of dull times.

El Rico Habano has also fair orders, considering the times. Enrique Dorado & Co., the owners, are hard workers and turn out a good, mild aromatic smoke for the United States and Canada.

Buying, Selling and Other Notes of Interest.

G. Salomon y Hnos, had a banner week in selling 1,780 bales of Remedios, Vuelta Abajo and Partido.

Leslie Pantin purchased fully 1,000 bales again with his customers and also upon orders received direct.

Sobrinos de Gonzalez sold 400 bales from their stock, but including the 1,228 bales of Yara tobacco purchased by them for the Spanish Regie the week's transactions amounted to 1,628 bales. Instead of close to 50,000 bales having been handled by this house, the exact figures are 53,784 bales for the year 1904.

Max Stern, of the firm of Lewis Sylvester & Son, shipped on Saturday by the steamship Morro Castle 1,640 bales to his New York house. The holdings of Vuelta Abajo and Remedios are large and of a choice character; and having been bought early in the season, prices are reasonable, so Lewis Sylvester & Son ought to find no trouble in easily selling them to their United States customers.

Loeb-Nunez Havana Co. disposed of 600 bales of Vuelta Abajo and Remedios to Northern buyers.

L. W. Scott made some very fine purchases of Vuelta Abajo, and while prices may appear high, it is impossible to obtain the best goods at low figures. The supply is too short and the demand is too keen from connoisseurs all over the world.

J. F. Rocha closed out 500 bales of his Vuelta Abajo holdings.

E. H. Smith made good use of his time while here, and besides his own large Manicaragua holdings selected some of the finest grades of Remedios and Vuelta Abajo styles for his customers.

Jose H. Cayro e Hijo made several transactions amounting to 400 bales of Vuelta Abajo.

Manuel Suarez & Co. did some good business attending to their various customers. Don Jose is a hustler well known and liked here in Havana, as well as in the United Stares.

A. Pazos & Co. sold 300 bales of their Vuelta Abajo holdings,

H. Spingarn left well satisfied with his work in picking out salable goods for E. Spingarn & Co.

Jose Menendez disposed of 250 bales of Vuelta Abajo.

Milton Herold and Harry Nathan did some active work for the Loeb-Nunez Havana Co. while in town.

Gonzalez, Benitez & Co. were sellers to the extent of 257 bales of Vuelta Abajo.

John B. Grommes and Nathan Elson purchased some of the finest lowland Vuelta Abajo vegas which they intend to use solely for their Ben Bey cigars.

Rabell, Costa & Co. turned over 187 bales of their excellent Vuelta Abajo holdings.

Leonard Friend is a very careful and conscientious buyer, as the firm of Friend & Co., in New York, only handle the very best of Vuelta Abajo or Remedios tobacco, therefore Don Leonard has had no easy time in finding such goods, but nevertheless he has already secured some 300 to 400 bales and has not finished yet.

Grau, Planas & Co. disposed of 150 bales of their Partido holdings.

Antonio Suarez made several sales of Vuelta Abajo.

Receipts From the Country

	Week Ending Feb. 11.	Since Jan. 1.
	Bales	Bales
Vuelta Abajo	574	5,892
Semi Vuelta	—	616
Partido	112	1,008
Matanzas	—	3
S. Clara & Remedios	146	6,735
Santiago de Cuba	1,228	4,633
Total	2,060	18,887

CHANGE IN MILWAUKEE FIRM.

The Beerbaum-Jenkinson Co., tobacco jobbers, of Milwaukee, Wis., is being dissolved and a firm to be known as the Beerbaum Company will carry on the business at 224 Broadway. The capital is to be increased from $15,000 to $25,000.

J. F. ROCHA & CO.

Manufacturers of the Celebrated Brands S. en C.

"Crepusculo," "Nené" and "Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz — R. Rodriguez

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.

Leaf Tobacco Warehouse,

MONTE 199,

Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of **LEAF TOBACCO**

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA.

Calixto Lopez & Co.

180 Water St., New York

Will receive and attend to orders.

Cigars made strictly of the very best VUELTA ABAJO TOBACCO

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

R. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA
NEW YORK

S.A. SCHOENER. CABLE ADDRESS "TACHUELA"

H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET, NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de Santanse, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HERR."
Joseph Hirsch & Son
N. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, February 21, 1905.

This weather is certainly taking a mean advantage of the trade in this city, and some retailers are beginning to doubt that there is or will be a season of the year called spring. New York isn't the pleasantest place in the world during the winter months under ordinary circumstances, and with a whole lot of extra weather thrown in, conditions are almost unbearable.

Manufacturers and retailers have been putting a brave face on it so far, but it is useless to disguise the fact that things are not as they should be, and the only consolation lies in hoping that it is the weather alone that is to blame, as that handicap must necessarily be only temporary.

Things are not so dull in the leaf market. Business has kept up pretty well in all grades and branches of the market, and sales are pretty steady and frequent. There is still considerable dealing in 1903 Wisconsin Havana Seed binders. There is not a great deal of Sumatra on hand, and what is to be had is being taken readily. The Havana market was not so active during the week, for the reason that prices are very high, there is not a tremendous amount in stock, and dealers are perfectly willing to wait awhile to see what is doing.

• • •

It was finally decided at the meeting of the Retail Cigar and Tobacco Dealers' Association last Tuesday night, to hold the Tobacco Show on October 23 to 29 inclusive, in the Grand Central Palace, which building has been decided upon after much consideration.

This gives the committee eight full months to develop their plans so that when the affair does come off it should be something very swell. The local association has a sufficiently good opinion of itself to believe that it can make the consumers open their eyes, and those who have watched the association from its inception, share that good opinion.

There are a number of reasons why the Grand Central Palace is regarded as a more suitable hall than the other buildings considered, and too, not the least important, are that the main hall is easy of access from the entrance, and that smoking is permitted. A smoker can't see a lot of things to smoke without wanting to light up, and permission to smoke will be generally appreciated. There will be more than seventy exhibits if all the space is used, and a number of other privileges can be let.

• • •

It was also decided at this meeting to celebrate the second anniversary of the birth of the Association on February 28, when there will be special doings under the supervision of the following committee: H. G, Silverstone, Fred Aschner, D. Oshinsky, J. W. Geyer, S. J. Freeman, L. Oshinky, W. W. St. John and Mr. Lueshner. There will be speechifying and entertainment of another nature to celebrate the event.

• • •

President Landstreet, of the Independent Tobacco Manufacturers' Association has announced that there will be a meeting in this city on Wednesday of this week, of the Board of Directors of the Association when the present affairs of the new amalgamated association will be thoroughly discussed. The local retailers' association will take this opportunity of putting the Tobacco Exposition before the Manufacturers' Association with a view to securing their co-operation.

• • •

The Waldorf Astoria Segar Co. is developing very rapidly and is now not only a big factor in the New York market but others as well. The Company announces that it has placed its La Magnita and Armas de Oro, clear Havana brands, on the London market in response to a decided demand for them on the part of those who have learned to like them on this side. This will be but the entering wedge, and it is probable that before long the Company will be doing a big business among the Britishers.

• • •

A dividend of six per cent, payable semi-annually, has been declared by the Board of Directors of the A. H. Hilton Co., of this city.

The popular countenance of Captain Mike Flaherty is once again seen among the local trade after quite a trip to Havana. Captain Mike says he feels like a two-time winner now.

Robert E. Lane will ptobably break away from New York, in a few days, and go to Cuba for a while.

H. Anton Bock has gotten back from a sojourn in Florida where he was looking after business interests.

Jose M. Diaz, of Bustillo Bros. & Diaz, is expected to return to day from his trip to the Pacific coast which was quite successful.

• • •

President of the United Cigar Stores Co., George J. Whelan, has returned from San Francisco, where he was present at the opening of the company's initial store in that city. Mr. Whelan believes that the company is entering a field whilch will prove very profitable to it.

• • •

M. F. Schneider, Sumatra importer, sailed for Europe on Saturday on Steamship Finland, and will go via Antwerp to Amsterdam to attend the early inscriptions of Sumatra tobacco.

• • •

The continued activity in domestic leaf circles has been the topic of considerable discussion here lately. Buyers seem to have almost completely changed their front and are now looking at any and all kinds of domestic leaf which seems at all likely to meet requirements even if not just exactly the type of tobacco most desired.

In Sumatra it was expected that the approach of the inscription season would have a desultory effect upon the market, but it has proven erroneous for the market has continued very satisfactory, and in view of the fact that stocks in importers' hands have been so greatly depleted and the further fact that it will still be a number of weeks before any new goods will be available there is reason to believe that these conditions will continue.

Havana tobacco continues strong in demand and in excess of supplies available, which is already proving a serious handicap to many manufacturers.

THE NEWS FROM DAYTON.

Cold Weather Makes it Hard for Buyers in This Field.

Dayton, O., Feb. 18, 1905.

The American Cigar Co. has withdrawn twelve of their buyers from this field. Each of these, it is said, has purchased 800 acres or more of the 1904 Zimmers. Smaller buyers are now riding throughout the country looking for reasonable purchases. It is sufficient, however, to state that the heavy buying the past few weeks makes their task a seemingly hard one. On account of the continued cold spell, with its usual accompaniments of snow and almost impassable roads, tobacco buyers' trials have been greatly augmented. The extremes of low temperature and high prices are tough propositions to be up against.

It is reasonably certain that there will be a considerable increase in the acreage of Seed and Dutch to be planted this year. The prices paid for the above mentioned varieties of the 1904 crop would justify this statement. While Seed is a fairly staple article, the same cannot be said of Dutch, to which fact a number of local packers will bear testimony.

W. W. Hales, the well known tobacco packer and inspector, retains much of his youthful vigor and health. Mr. Hales' connection with the trade extends over a period of forty years. As a judge of Ohio tobacco he has no superior.

Mr. Fleming, representing the "Red Devil," is temporarily located in this city with headquarters at the Algonquin Hotel. He is here in the interest of his well known brand, and has an efficient staff of hustlers in this section who are making "Rome howl" singing the praises of the red demon.

Brewer & White, the local cigar manufacturers, are rapidly forging to the front with their William Dean Howells cigar. The sales of the above brand the past year have justified its being pushed. Frank and "Col. Tom" have reason to expect great things during the present year.

Wm. Winters, of Wm. Winters & Co., is drumming up trade in Northern Ohio and Indiana. If weather reports be true, we have reason to expect that Billy is meeting with a rather cool reception.

The smaller packings of 1903 tobaccos are pretty thoroughly cleaned up. There is still some 1902 in ouside hands, and these are now engaging the buyers attention. If the latter is picked up as rapidly as the former crop has been, the holdings of old tobaccos in the smaller packers' hands will be a matter of ancient history when summer is ushered in.

NIX.

AN EXPERT TELLS HOW TO CURE.

Talks Interestingly on What Should Happen After Leaf is in Barn.

"Some of those who cure a good deal of tobacco every year have something to learn yet," said an expert who was spending a day in Philadelphia, "and yet it is not a very complicated proposition.

"The expert at curing tobacco is always careful to open the barn doors and slats for ample ventilation during bright, dry days, the first few weeks after the leaf is hung. He is equally careful to close up the barn during muggy nights, or when there is much humidity in the air.

"To keep out the night's dampness and to get rid of accumulated evaporation of moisture in the tobacco barn during bright, dry days, is the first step toward a good cure. Yet how often even this fundamental precaution is neglected. Then the careless farmer wonders at pole sweat. There is no excuse for this neglect in good weather.

"Bad weather—that is, when there is much rain or mugginess, with little sun shine or circulation—while the leaves are still comparatively green in the barn, is a condition that every intelligen tobacco planter dreads. If this condition continues any great length of time there is great danger of pole sweat or fat butts If this danger becomes acute it can be practically guarded against by artificial heat and artificial draft.

"To provide these set up a stove as near the middle of the tobacco shed as convenient, running the smoke pipe to the end of the barn as near the floor as possible, at just enough incline to make a draft.

"Near the end of the barn, of course, the pipe turns upward and comes out at the roof or high enough on the side to insure a draft. Keep a very moderate fire, remove the tobacco that hangs near the stove or near the pipe, and as the leaves closest the source of heat dry out exchange such slats for those hanging in the more distant places, where the moisture is still great.

"Open the cupola or the doors in the peak or make openings in the peak under the eaves, then admit air at the bottom. The heat will form a current that will gradually drive off the air within the barn, which is laden with the evaporated moisture from the leaves.

"Of course, in good, bright, dry weather this precaution is not needed, but for lack of it in prolonged wet weather much leaf is ruined. The amount of heat must be regulated with great care so as not to overdry or bake the leaves. The latter risk can be reduced to a minimum compared to the danger from pole sweat in prolonged muggy weather.

"Hang burlap to protect tobacco in sheds where the door is missing or where the leaves may be wind-whipped or scorched by the afternoon sun. Every little precaution like this should be taken to insure the cure of a good crop."

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

Established 1840. Cable "Nargil.
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ELIOT SMITH NEW YORK.

CHARLES BOLLSTATTER,
Manufacturer of
∴∴Fine Cigars∴∴
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUSCH,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84-85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N.Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Established 1851 —THE— Incorporated 1902

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In all countries of the Postal Union, **$2.00** per year, postage prepaid.

ADVERTISING RATES ON APPLICATION.
Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING CO., 224 Arch St., Philada.

PHILADELPHIA, FEB. 22, 1905.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

A WASTE OF MONEY?

Two different tobacco merchants who were called upon recently by an advertising representative of The Tobacco World, made the definite statement in the course of a brief conversation that any money spent in advertising was money thrown away.

"We don't believe in advertising," they said. "It's simply a waste of money."

With due respect to the right of these gentlemen to hold an opinion, such an attitude as this excites the same compassion in our breast as would the spectacle of some poor fellow repeatedly butting his head against a stone wall beside an open gate.

There would be an absolute paralysis of trade if all advertising were to cease, and the clearness of that fact is so simple that it seems silly to discuss it.

The history of every successful firm is the history of its advertising. The American Tobacco Co., for instance, would be the first to admit that its present prosperous organization could never have been perfected if it had not been for the intelligent advertising department.

The man who declares that he is wasting his money when he advertises sounds suspiciously as if either he had nothing to advertise or was merely trying to conceal financial weakness. Or a more charitable interpretation may be that he has advertised, has advertised improperly, and in this manner failed to reap the benefit of his appropriation for that purpose.

There was once a firm which got the idea that it could get along without advertising. This frame of mind was the result of some mixup it had experienced in its advertising campaign, and the firm became so wrathful in its opinion of the non-value of advertising that it went to the other extreme and placarded the town with announcements that Jones & Co., First and Blank streets, did not advertise. "We are the people who don't advertise," they told everybody who passed a billboard or a blank wall, or rode in a street car or picked up a circular along the street.

And the firm was so deficient in a sense of humor that it could not perceive the paradox, and noticed with fatuous satisfaction that business did not fall off to any appreciable extent.

There is not a single successful business house in this country—a house which has something to sell in the open market—that is not obliged to advertise, and the sooner these two firms mentioned wake up to that fact the better it will be for them.

SPRING! O SPRING!

Everybody at present seems to be camping out on their haunches waiting wistfully for spring. Business is in more or less of a rut, but a rut that shallows up to grade as it approaches the season of promise.

This winter has been an unusually hard one for the tobacco business. The roads have been tied up a great deal of the time, there have been constant standstills caused by a waiting for better weather which never came, the consumer has been nearly discouraged out of his desire to consume, and a scarcity of tobacco in many sections has resulted in abnormal prices.

The majority of these conditions will be obviated by a pleasant spring, and the crop condition is not so serious that it need be worried over. March is nearly here, but as March in late years has exhibited a kaleidoscopic character entirely feminine, no reasonable prediction can be made as to what the month will serve up in the weather line this year. It seems certain, however, that the first reliable harbinger of springtime will produce a sudden activity in business circles that will be universally gratifying.

ATTENTION is called to an extensive article printed in other columns of this issue which presents an extremely interesting economical and historical study of the tobacco farmer in the South for the past half century.

The article shows that when the planter began the cultivation of tobacco he was more prosperous than he has been at any period since, not because of slave labor, but for the reason that he marketed his own crop. The gradual arrival of the crossroads agent, his building up of a business in loose tobacco to a point where he took the farmers' entire crops and speculated in them, the final assertion of the buyer and his journey past the agent to the farmer himself, and the consequent turning of the tables on the farmer until now the latter is struggling for protective organization, make a highly entertaining essay to those not vitally interested, and a very instructive one to those who are.

Philadelphia Tobacco Trade.

Leaf Dealers' Jottings.

The leaf market was, generally speaking, in better shape this week than it has been for some time, there being a very fair demand and a number of good sales reported. The men who were out on the road had a hard time getting around on account of the closed roads, and those who went up the State found a number of factories working on short time.

In spite of this, however, a number of jobbers and manufacturers were in the local market and found what they wanted, even if it was at considerably higher prices than they liked to pay. The business in Havana was as good as the dealers wanted it to be, as in view of the uncertain 1905 crop, dealers would prefer to wait a little before they reduce their stocks very materially. Pennsylvania filler was very high, at least 25 or 30 per cent higher than it was bought from farmers last year, and there was considerable inquiry.

E. A. Calves, who is in Havana buying whatever he can find to suit him, is not having a very easy time. He writes that the market is pretty well cleaned up of the higher grades, and prices remain very stiff. It is impossible as yet to tell anything definite about the new crop. Mr. Calves, who will return in about two weeks, says that the weather down there has been very fine.

Jake Labe, of B. Labe & Sons, has returned from his Western trip and reports good business, with still better to come.

Bremer Bros. had a very good week, and expect the market to continue active from now on, unless there are some more serious setbacks on account of the weather.

L. P. Kimmig is spending several days in town now looking after a big deal that is on the carpet.

G. W. Newman, of Young & Newman, has just returned from a trip up the State, where he says he encountered snow drifts twenty feet deep. Mr. Newman says that in the sections through which he traveled salesmen found it very difficult to get around at all.

The market is looking up with George Burghard, who reported a better demand during the week for his well assorted stock.

With Manufacturers and Jobbers.

G. W. Bushnell, of the Scotten Dillon Co., tobacco manufacturers of Detroit, was calling on the trade during the week. Mr. Bushnell is looking after the eastern trade.

A. C. Valentine & Son have had some new advertising pictures prepared which fully bear out the reputation which this firm has made for artistic and beautiful advertising matter. One very handsome picture of a woman's head exploits the Betsy Ross cigar. A large humidor has just been constructed on the office floor of the firm on Seventh street and a new electrical Paul Jones' sign, has been put up.

Sam Jacobs, of Gumpert Bros., has returned from his Pittsburg trip and reports fair business. He was considerably hindered, though, on account of the snow.

The temporary difficulties of S. Omicron & Co., which were caused by a dispute between the two partners have been settled by the purchase of his partner's interest by J. G. Teese, who will conduct the business as heretofore. Application was made some days ago by Spyro Cargas, the other partner, for the appointment of a receiver, and Judge Ralston named I. Dietrich, who has a cigar store next to the Omicron place on South Broad street. It was understood that the firm was not in financial difficulty and that it was only a matter of a few days before the matter would be settled. This was accomplished by the sale, as stated, and the affairs of the company will not be disturbed. It is reported that Mr. Cargas will go into the manufacturing business for himself.

The ignorance of a thief, and the prompt action of Max Rappaport, manufacturer at 702 South Fifth street, resulted in the thief's undoing on Saturday. Mr. Rappaport deserves much credit for the shrewd way in which he landed the man behind the bars where he is likely to stay for a time.

The thief, who has given several names and addresses to the police, came into Mr. Rappaport's place last Saturday and offered some tobacco for sale, offering a sample. He said that he would sell a package of it for $2. Mr. Rappaport recognized it as a very high grade of tobacco for cigarettes, which would probably cost the manufacturer $2 a pound.

The Waldorf-Astoria Segar Company
OF NEW YORK

We are Importers and Manufacturers of the

Highest Grade Segars

The Partagas "Belvedere"

Made at the Celebrated Factory of **Partagas,** in Havana, Cuba.
A Perfectly-shaped Segar, **Banded,** in **Fortieth** packing.
As large and heavy as any **Deliciosos** selling in other brands for more money
TRADEMARK **registered,** SHAPE **designed** and RESERVED by **Our Company.**

To the Trade at $135.00 per M.

The Best Value to the Consumer at $15.00 per hundred;
or at retail Three for Fifty Cents.

Weekly Shipments of PARTAGAS BELVEDERES, Fifteen Thousand.

Send for Price Card.

N. B.—These goods are GUARANTEED to be the BEST VALUE in Imported Segars in the United States.

Quo Vadis
5 CENTS

Diplomatico

A good smoke, a quick seller, a profitable cigar—that's our "Quo Vadis." You need it in your business, for it brings new trade and satisfies the old.

The "Quo Vadis" cigar in your show case will add prestige to your assortment, because it represents highest quality and best workmanship.

Its handsome, modern, full size **DIPLOMATICO** shape is the favorite of all smokers, and everybody enjoys its fragrant aroma and pleasant taste.

It's the Ideal Five Cent Cigar, and we fully guarantee it to give satisfaction.

Write to us for Sample Box and Price.

We'll be pleased to answer questions.

ALFRED EYER & CO., Cigar Manufacturers,
Allentown, Pa.

BLACK THREADS
Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3⅓ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.

MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers - - -	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.

DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

The package offered by the man would run about 22 pounds.

Naturally the manufacturer was suspicious, but parleyed with the man finally getting him to agree to sell the tobacco for $1.60. He didn't have the package with him but said he'd get it. While he was gone Mr. Rappaport sent for a policeman in plain clothes.

The man returned with the tobacco and the officer arrived just in time to see him sign a receipt. The man said he had five more packages and would bring them one at a time. He was promptly arrested. Mr. Rappaport recognized the tobacco as a grade much used by Stephano Bros., and communicated with them. They examined their warehouse at 256 South Ninth street and found eight packages missing. The thief was given a hearing and held for court. It is believed that he must have secured the tobacco in the daytime as it would be practically impossible for him to get into building without detection at night.

During a conversation with Mr. Z. J. Norris, the Philadelphia manager of I. Lewis & Co., Newark, N. J., attention was called to a statement published in these columns to the effect that Mr. Norris proposed to represent in the future both the houses of I. Lewis & Co., and the Allen Tobacco Co. This was a misconception of facts. Mr. Norris has agreed to serve the Allen Tobacco Co. until such time as they may be able to make other arrangements. He is the regular representative in this territory of I. Lewis & Co., and will retain his connection with that house.

George Frings and wife, of J. Frings' Sons, and Nelson Eberbach, of A. B. Cunningham & Co., have gone to Cuba for a six weeks' trip.

S. S. Newburger, of Stewart, Newburger & Co., is on the road for the firm and if he follows out his usual custom, will soon be sending in batches of orders.

John M. Kolb, of Theobald & Oppenheimer Co., is on a trip to Florida and Cuba where he will look after the firm's interests.

There was a report on the street during the week that Harvey D. Narrigan was about to sell out his business. A number of people went to Mr. Narrigan to find out about it.

"Yes," said Mr. Narrigan, "we are going out of business to every concern that can't pay its bills. As far as they're concerned, we're not in business now, even. I am not running a banking house, and I can't do a credit business. Otherwise, we're still doing business at the same old stand."

Here and There With the Retailers

Business among the retailers was still pretty bad during the week, but there is a hope now that there is an end in sight unless March proves one of the typical old time Marches. A good many salesmen were in town, and all of them reported things to be pretty slow.

"The coal dealers are getting all the money in sight," said a Broad street dealer in explanation of the flatness, "and there's more truth in that than you think. Every householder in the city has had to spend more money for coal this winter than usual, and there's something about a big coal bill that always makes a man grouchy, and gives him the idea that he's got to call in a lot of his other expenses to make up for it. As a consequence, the cigar dealers suffer."

Suprise will be caused in the trade by learning that B. Frank Batten, one of the most popular retailers in the city, has disposed of his store on Ninth street, just above Arch. Mr. Batten sold very suddenly to Nathan Davis, a newcomer in the trade who took immediate possession.

Mr. Batten was standing in his store one day last week when a stranger entered and promptly asked him if he didn't want to sell out.

"I hadn't thought of it," answered Mr. Batten.

"Well, I want a store, and I want it in this neighborhood where I've got a lot of friends, said the man, and if we can agree on a figure I'm ready to do business on the minute."

This was a little sudden for Mr. Batten and he thought it over hastily and then named a figure. This was almost satisfactory, and after a little talk, the man handed over a roll of bills and got a bill of sale. The deal speaks well for Mr. Batten's reputation as a square man.

Mr. Davis is an old showman and well known in his business. He was with Buffalo Bill for many years and also with Barnum. He is a Civil War veteran, and feels now that he wants to settle down in one locality.

The M. J. Dalton Co., at the Thirteenth and Chestnut street store are having a run on Don Marino perfectos, at 5 cents straight, El Tributo, at $6 a hundred or 4 for a quarter, and La Prosperidad, at $12 for puritanas and $10 for conchas.

Among the salesmen who got around among the retail trade this week were J. M. Batterton, of Ruy Lopez y Ca.; Arthur Lincoln, of P. Pohalski & Co., Mr. Del Pino, of Del Pino & Williams; Leo Levy, of the National Cuba Co.; Al Metzger, of Berriman Bros., and Mr. Gleischman, of Leopold, Powell & Co.

Robert E. Lane, the well known New York dealer, paid a quiet visit to Philadelphia, last week, and shook hands all around.

Irwin Dietrich, South Broad street dealer, is having quite a run on his Stratford Bellevue and Floradelphia 5 cent brands and the Dietrich Perfecto and Dietrich Rothschild 10 cent smokes.

FRIES & BRO., NEW YORK'S OLDEST ESTABLISHED FLAVOR MANUFACTURERS.

Fries & Bro., of 92 Reade street, New York, manufacturers of cigar and tobacco flavors, sweeteners, etc., report that the year is opening up well in their line. This house's trade is a well established one, as the firm has been in existence since 1855 and has done business in a way which holds its customers. Fries & Bro. are manufacturers of the widely known, non-evaporating Spanish Betuns. Their flavors are guaranteed to be the strongest and best.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

CIGAR FACTORY
Building Complete,
FOR RENT
in good section of
First District of Pennsylvania
Capacity of **25 Experienced Cigarmakers,** and **35 hands available,** including foreman. For further particulars Address,
FACTORY,
Care of **Box 112,**
The Tobacco World, Phila.
1-25ca

WANTED—Cigar vending machine, "Silent Salesman," 5c slot; must be in good condition and cheap for cash.
2-22-h A. B. CLIME, Terre Hill, Pa.

YOUNG MAN WANTED IN LEAF Tobacco House. Experienced and with some trade preferable. Address DEALER, Box 109, care of The Tobacco World, Philadelphia.

WANTED—Philadelphia leaf house, handling seed and Sumatra, and importing Havana, wishes to secure a salesman for the city. Must have established trade. Address BOX 106, care Tobacco World. c

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers
LIMA, OHIO

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

JOSEPH C. KOLB,
Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

KEYSTONE CHEMICAL CO.

MANUFACTURERS OF

Cigar and Tobacco Flavor, Sweetener, Etc.

HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

Are you looking for a Good

PITTSBURG STOGIE?

"Jolly Fellows"

Hand Made IS THE NAME. Long Filler

MADE BY **Samuel Smith & Son,**

112-14-16 East Jefferson Street,

Special Prices to Jobbers
Mention Tobacco World

Allegheny, Pa.

G. H. SACHS

Manufacturer of

Best Grade
Seed and Havana
Hand-Made CIGARS

245 NORTH CONCORD ST.,
Lancaster, Pa.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

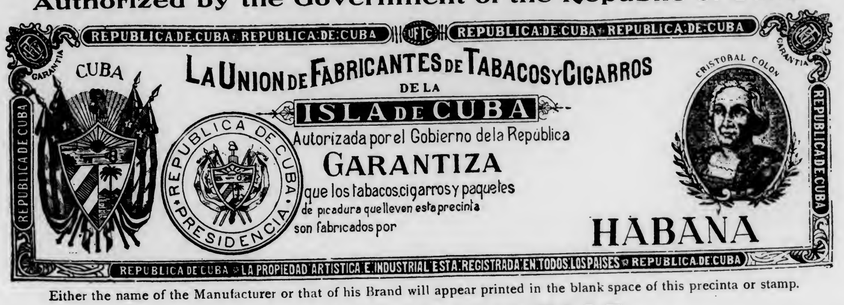
Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market Street, Lancaster, Pa.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba



Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

BOSTON BUSINESS BETTER.

What Was Doing This Week Among the Trade.

Boston, Mass., Feb. 19.

The weather has been a little milder the past week and business is improving a little. The month of February so far has been one of the worst months experienced in years.

At Henry Traiser & Co.'s factory, which is the largest union cigar factory in the United States, having turned out last year about eighty million cigars, they have the usual number of cigarmakers employed. The firm's famous brand of cigars, Pippins, is being sold now from coast to coast. The people in Boston when they purchase cigars as a rule buy union made cigars, but I am sorry to state when buying tobaccos they are not particular, and invariably buy Mayos or B. L.

The cigarmakers' union here is very strong, and is spending vast sums of money urging people to buy nothing but union made cigars, and the sooner the Tobacco Workers' International Union follow their course the better the conditions will be.

I. Alter, 880 Washington street, enjoys a good retail trade. A good window display of Puritan Little Cigars and Kozy cut plug can be seen this week.

Turkish Delights and Orients, of the Khedivial Co., New York, are getting very popular here with the Turkish cigarette smokers. Victor Sheppard has been working nights as well as days placing these goods, and Sam Harris selected a good man to represent his firm here when he took Sheppard away from the American Tobacco Co.

William the Fourth clear Havana cigars are selling well, and Rosenthal Bros., the distributors, are doing all they can to make them a lasting success.

Baker Bros.' Smokers are also duplicating in grand style. In popularity they come next to the Schuberts in this class of goods.

Resolutions of sympathy and regret were adopted at the meeting of Cigarmakers' Union, No. 97, last night on the death of Fred A. Tilsch, president of the F. X. Oberle Co., makers of the old reliable Bostonia cigar. Mr. Tilsch had been a member of this union a good many years.

The Brooklyn Briar Pipe Works, of Brooklyn, had their representative calling on the trade this week.

M. Schlesinger Co., of Worcester, Mass., was incorporated last week with a capital of $4,000. D. Weiss is president and M. Schlesinger treasurer.

F. H. Donnell, with the A. T. Co., is doing missionary work on Union Leader cut plug, which is selling to the retailers at 35c, less 2 per cent, and five packages of Mayos cut plug gratis with each five pound carton.

The American Tobacco Co. is giving to retailers for free distribution, sample packages in one ounce foils. They are also making many handsome window displays.

D. Benditson, the well known Hanover street jobber, spent two days in New York this week.

F. R. Ginn, who had been on the sick list a few days last week, is now able to attend to business.

The various brands of smoking tobaccos of the Falk Tobacco Co., of Richmond, Va., are being displayed in the windows of many prominent dealers here.

L. Miller & Sons' representative, S. A. Frank, is being kept busy taking orders for their popular brand, Kozy cut plug, 2½-ounce foil, which retails at 5c. Being on the market but a short time, it is surprising to note the good sale which this brand enjoys.

I. Dlegech has opened a retail cigar store at 169 Cambridge street.

Mr. Mulligan, who has been a window dresser for the American Tobacco Co. on Mogul cigarettes for the past two years and a half, has severed his connection with that firm and has accepted a similar position with the Menoshi Cigarette Co., of Boston. He is making some fine window displays in such stores as the Commonwealth Cigar Co., D. Frank &

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Established 1891. Factory No. 3765.

JOHN ZUDRELL

Manufacturer of

High Grade Cigars 5 and 10 Cts.

Genuine Union Made.

Ephrata, Pa.

Goods Sold Direct to JOBBERS and DEALERS.

Michael Hose A. F. Brillhart

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine ⁘ Connecticut ⁘ Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
and much Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in Leaf Tobacco
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Leaf Tobaccos
Main Office:
Lancaster, Pa.
Warehouses: Lancaster and Red Lion, Pa.
We make **Scrap** Filler **Ready for Use.**

THE JOHNS-BRASH CIGAR CO.
Manufacturers of the Celebrated
"UNCLE DAN"
Absolutely
Hand-Made
LONDRES AND PERFECTO SHAPES
Main Office:
Lancaster, Pa.
EDW. M. BRASH,
Sec'y & Treas.

Co., Alfowich Bros., G. F. Davenport. The Menoshi is a high grade Turkish cigarette that retails at 15, 20 and 25 cents a package. The Marlboro Cigar Co are the distributors of this brand.

Charles Sherman, 288 Hanover street, is doing quite a little jobbing in connection with his retail cigar store.

BEN ALI.

BURLEY GOING TO THE BREAKS.

Growers' Association Farmers Consider that Pledges No Longer Bind.

Lexington, Ky., Feb. 18.

A number of farmers who had pledged themselves to the Burley Growers' Association have taken it for granted that the Association has failed in its project and are sending their crops to the breaks.

President W. B. Hawkins, of the Burley Growers' Association, who has been working hard for months for the success of his plan, is said to be in Florida. The farmers are placed in a position where they must either sell at once or take small prices later on, and they feel justified in marketing their crops.

A. G. SEEGER A BANKRUPT.

A. G. Seeger, a cigarmaker with the firm of Fred Seeger & Co., cigar manufacturers at 227 Lincoln avenue, Chicago, has filed a voluntary petition in bankruptcy because he has been unable to meet debts amounting to $23,206. The debts have been incurred within the past fifteen or twenty years, during which time he had been in business for himself.

PHILADELPHIA CIGARMAKER SUES HIS PARTNERS.

Manuel J. Portuondo filed a bill in equity in Common Pleas Court on Monday against his partners, Louis Weinberg and Samuel Spkoloff, asking for the appointment of a receiver for the Manuel J. Portuondo Cigar Company.

According to the bill filed, the copartnership was entered into on October 15, 1904, and Portuondo's name was used alone in promoting the sale of cigars. He claims that Weinberg and Spkoloff refused him access to the books of the firm, and he said that he believes that they made false entries to deceive him. Besides asking for a dissolution of the partnership and an accounting, he requests an order enjoining the firm from using his name in connection with its cigars.

Incorporations, Changes, Etc.

The Maxwell Manufacturing Co., to manufacture tobacco, has been incorporated with $50,000 capital, by P. R. Palethorpe, A. J. Simpson, of Louisville; C. E. Kersey, S. W. Smith and R. H. Stark, of Wilson, N. C.

The Japad Company, of New York, has been incorporated with a capital of $10,000 to manufacture cigar lighting devices, by W. H. Kirkwood, R. O. Hammond and E. L. Haynes, all of Buffalo.

J. Weinberg, of Ridgeland, will erect a cigar factory at Beaufort, S. C.

Youmans & Price, of Waycross, will remove their city factory to Savannah, Ga., and will largely increase its capital.

W. C. Jackson,
Manufacturer of
Fine Cigars
Factories No. 34 and No. 1596,
East Prospect,
Penna.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

REMEMBER!

It will save you money to write or call on us before placing your order for

Florida Shade-Grown Sumatra

Our large packing of **1904 WRAPPERS** cannot be surpassed for Style, Even, Uniform Colors, Burning Qualities and Yield.

Prices Reasonable. Come, and you will be convinced.

Florida Tobacco Co.

No. 131 Maiden Lane, New York Telephone "5276 John"

Plantations---Quincy, Florida.

THE TASTE TELLS **QUATILITY** 5¢ CIGAR Yes! it is Different

THEOBALD & OPPENHEIMER CO. MAKERS! PHILA. THE UNITED NEWS CO. PHILA. Gen'l Distrib's.

Trade-Mark Register.

ARCHON 14,698
For cigarettes, cheroots, stogies and tobacco Registered Feb 7, 1905, at 9 a m, by F V Eshleman, Philada, Pa

HAUSENPEFFER 14,699
For cigars Registered Feb 10, 1905, at 9 a m, by A P Snader, Ephrata, Pa

EXTRA FINE CUT HAVANA 14,700
For chewing and smoking tobacco Registered Feb 11, 1905. at 9 a m, by Chas L Feinberg, Brooklyn, N Y

HURRY UP 14,701
For cigarettes Registered Feb 1-, 1905, at 4 p m, by I Moguleski, Philadelphia, Pa

LITTLE PETS 14,702
For stogies Registered Feb 16, 1905, at 9 a m, by Geo Steuernagle, Pittsburg, Pa

SELECT 14,703
For stogies Registered Feb 16, 1905, at 9 a m, by Geo Steuernagle, Pittsburg, Pa

SCHACKAMAXON 14,704
For chewing and smoking tobacco Registered Feb 16, 1905, at 9 a m, by the Raleigh Tobacco Co, Philadelphia (By transfer from Crabtree Bros & Co, Philadelphia, Pa, who had registered this title June 20, 1904)

PROPHET 14,705
For chewing and smoking tobacco Registered Feb 16, 1905, at 9 a m, by the Raleigh Tobacco Co, Philadelphia, Pa (By transfer from Crabtree Bros & Co, Philadelphia, Pa, who registered this title March 12, 1904)

RALEIGH TOBACCO CO 14,706
For firm name Registered Feb 17, 1905, at 9 a m, by the Raleigh Tobacco Co, Philadelphia, Pa

I V 14,707
For chewing and smoking tobacco Registered Feb 17, 1905. at 9 a m, by the Raleigh Tobacco Co, Philadelphia, Pa

REJECTIONS.

Lew Wallace, Jay Cook, Night Owl, Arpad, Encore, Big 4, Primrose, Ben Hur, Bee Hive, Veribest, Our Governor

CORRECTION

"Kubiano" registered Jan 9, 1905, by Max Bekoff, should have been for Bekoff & Behrkowsky

FAIRLY ACTIVE IN YORK.

Considerable Leaf is Being Shipped to Lancaster Houses.

York, Pa., Feb. 20.

The tobacco business in this section has been somewhat quiet for several weeks, yet cigar manufacturers are keeping fairly active, while in several sections of the county more hands are wanted.

A considerable quantity of leaf is again being shipped from this county, mostly to Lancaster houses.

There have been rumors here for some time of the contemplated opening of a new tobacco jobbing house in this city, but it was not until last week that things began ty shape themselves definitely and it is now an assured fact that York will soon have another wholesale tobacconist's establishment.

The name of the new firm will be Myers Brothers, who are sons of E. Myers, senior member of the well known cigar manufacturing firm of Celestino Costello & Co.

The new firm will occupy a building on North Beaver street at the intersection of the Pennsylvania railroad, known as the Myers & Adams Leaf Tobacco Warehouse. It is proposed by the new firm to handle independent tobacco exclusively. They are beginning business under very favorable circumstances and deserve success.

In the vicinity of Red Lion, where business seemed to be a little quiet during January, there is a considerable improvement this month.

C. A. Rost & Co., leaf dealers at Red Lion, have recently received several carloads of tobacco which is being inspected before it will be offered to the trade.

Augustus Sonneman & Sons, received their first consignment of leaf some days ago at their warehouse in Court alley, near King street. Considerable of the tobacco came from Chanceford. The price paid was about 8 and 2.

Charles A. Rost, leaf dealer, received two carloads of leaf a few days ago.

W. H. Snyder & Co., cigar manufacturers, of Windsorville, are drawing plans for the erection of a big factory during the coming spring. The new plant will be a three story building and will permit the firm to increase its force 100 per cent.

G. W. Gable, cigar manufacturer, has built an iron storehouse in which to store his surplusage of cigars. Mr.

Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila

GEO. STEUERNAGLE,

THE CELEBRATED MERCHANT & MANUFACTURER Trade Mark Registered LONG FILLER HAND-MADE STOGIES.

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

2103 Penn Ave., Pittsburg, Pa.

J. B. Milleysack

Manufacturer of

Fine Havana Hand-Made CIGARS

615, 617 and 619 Lake St.

Lancaster, Pa.

Wedeles Brothers,

Florida Sumatra

182 E. Lake St. CHICAGO, ILL.

The PROGRESS
SHORT FILLER
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

Manufactured by

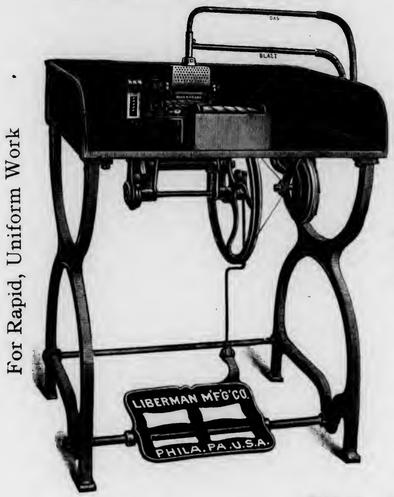
N. H. BORGFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE

For Rapid, Uniform Work



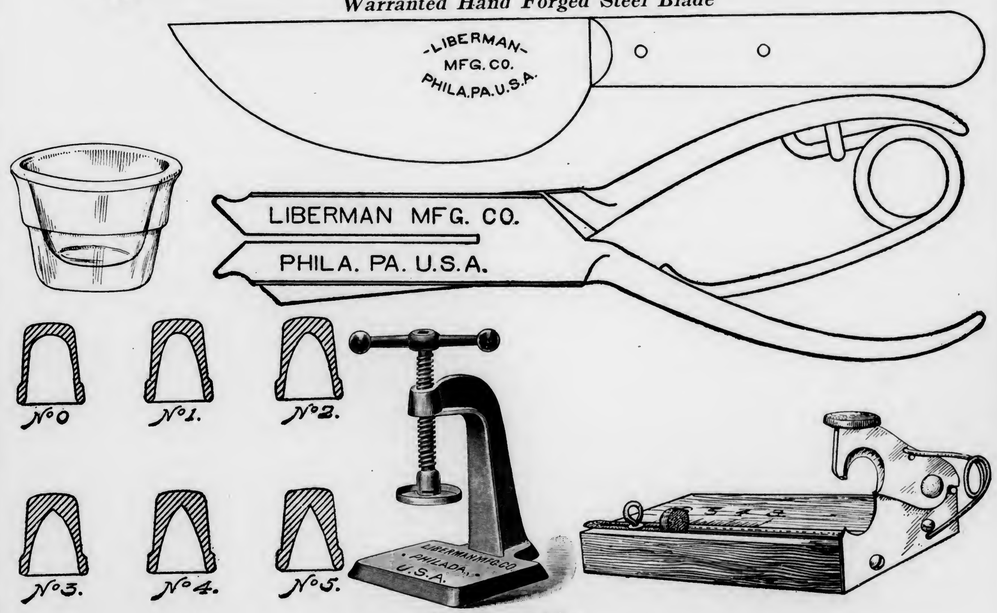
Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade



Manufactured by

Liberman Manufacturing Company
240--42 North Third Street, Philadelphia
New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

SCHUTTE & KOERTING CO.

PHILADELPHIA, U. S. A.

Twelfth and Thompson Streets.

SCHUTTE--KOERTING MOIST VENTILATOR,

used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time, without deterioration. The principal advantages are:

1. **Low cost and simplicity.**
2. **Cost of maintenance is nothing, being operated by city water pressure.**
3. **Needs no attention.**
4. **No drip occurs; humidity uniform.**

Correspondence Solicited.

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,

LANCASTER, PA.

Manufacturers of

High Grade

Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight. Samples and Particulars to Reliable People on Application.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—*The* **Bear, *The* Cub, Essie,** and **Matthew Carey.**

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

Gable has gone to this expense because of the lack of adequate fire protection in Windsorville.

J. H. Littles, of Hanover, has laid off a number of hands for a short period owing to the present inactivity in his trade.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Feb. 20, 1905.

Havana—Jas. E. Ward & Co, 9 cases cigarettes; 30 bbls. do.

Rotterdam—A. Cohn & Co, 20 bales tobacco mats.

SUMATRA TOBACCO.

Str. Amsterdam, arrived Feb. 18:
(80 bales; 1 case.)

A. Murphy & Co	32 bales
L. Friedman & Co	24 "
A. Blumlein & Co	14 "
Order	10 "
Pim, Forwood & Kellock	1 case

HAVANA TOBACCO.

Str. Morro Castle, arrived Feb. 14:
(3,337 bales; 40 bbls.)

Louis Sylvester & Son	1,610 bales
Jas. E. Ward & Co	559 "
Friend & Co	184 "
Calixto Lopez & Co	133 "
J. Rosenberg & Co,	100 "
Hinsdale Smith & Co	94 "
Levi Blumensteil & Co	63 "
S. Rossin & Sons	59 "
Guevala & Co	55 "
S. L. Goldberg & Sons	55 "
V. Lopez	54 "
E. P. Cordero & Co	54 "
E. Spingarn & Co	48 "
American Cigar Co	40 "
J. Bernheim & Son	31 "
E. Regensburg & Sons	30 "
Havemeyer & Vigelius	28 "
Garcia, Vega & Carcaba	28 "
S. Ruppin	22 "
J. W. Merriam & Co	16 "
R. M. Blake & Co	13 "
Leonard Friedman & Co	11 "
J. Holzman	10 "
Laschter & Pletcher	10 "
The Hilson Co	25 bbls.
M. D. T. Co	15 "

Str. Havana, arrived Feb. 17:
(1,436 bales)

Louis Sylvester & Son	1,230 bales
J. Rosenberg & Co	132 bales
Order	43 "
M Ciado	23 "
E. Hoffman & Son	8 "

HAVANA CIGARS

Str. Morro Castle, arrived Feb. 14:
(662 cases; 1 box)

Jas. E. Ward & Co	366 cases
Havana Tobacco Co	235 "
G. S. Nicholas	19 "
Park & Tilford	16 "
Wm. H. Stiner & Son	10 "
National Cuba Co	7 "
Arthur Walsh	3 "
L. J. Spence	2 "
Arkell & Douglass	2 "
A. E. Outerbridge & Co	1 case
Chas. H. Wyman & Co	1 "
Cuban & Pan-Amer. Exp Co	1 box

Str. Havana, arrived Feb. 17:
(27 cases)

Jas. E. Ward & Co	21 cases
F. Garcia & Bros	5 "
G. Amsinck & Co	1 case

PORTO RICAN TOBACCO.

Str. Ponce, arrived Feb. 20:
(62 bales)

West Indies Cigar Co	48 bales
J. Morris Levi	14 "

PORTO RICAN CIGARS

Str. Ponce, arrived Feb. 20:
(280 cases; 2 boxes.)

American Cigar Co	124 cases
West Indies Commercial Co	33 "
Mateo Rucabado	33 "
Am. W. I. T. Co	31 "
West Indies Cigar Co	25 "
Order	11 "
Arguelles, Manrique, Sola & Co	8 "
C. D. Stone & Co	8 "
Cayey Caguas Tobacco Co	6 "
DeFord & Co	1 case
G. W. Sheldon & Co	2 boxes

THE FAIR AT MAYSVILLE, KY.

A very handsome and elaborate fair is being held today in Mayville, Ky., and if the arrangements are any criterion, the affair will be a great success. The event is the sixth annual one of its kind and is known as the Northern Kentucky Tobacco Fair. There is a large premium lis including prizes for cigarette wrappers, bright leaf, lugs and red leaf. Large delegations are present from Louisville and all the principal towns in Northern and Central Kentucky.

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for

Choice Escojidas of

Remedios, Santa Clara

and Manicaragua,

Vuelta Abajo and Partido Factory Vegas

of Various Sized Lots

LOEB-NUNEZ HAVANA CO.

Packers of

Havana Tobacco

CONSULADO 142 and 144,

Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
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GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.

Manufacturer of
High-Grade
Seed and Havana
CIGARS
Correspondence Invited from Responsible Houses.

F. B. SCHINDLER
Manufacturer of

Fine Domestic
Cigars
Red Lion, Pa.
JOBBING TRADE
SOLICITED

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION ABE
5¢ 5¢
MANUFACTURED BY A.B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE
POINTED ARROW · SHARP KNIFE
· · · VAMPIRE · · · 5¢

THE SITUATION IN LANCASTER.

Lancaster, Pa., Feb. 20.

The local leaf market continues to be quiet in old goods, but it must be remembered that stocks have been so greatly depleted that no unusual activity could be expected, even if general conditions otherwise were more favorable than they appear to be.

Warehouses are receiving large quantities of the 1904 crop now, and activity among packers is certainly at its height. Some buying is still going on, although crops not yet purchased are becoming more scattered and there appears to have been no material change in price. There is considerable tobacco being received here from York county.

In manufacturing circles there is perhaps a slight improvement owing to the betterment in weather conditions.

H. W. Killian, cigar manufacturer of Ephrata, was spending several days last week in the Philadelphia trade.

S. R. Moss has gone on an extended Western business trip.

THE SLUSH CONTRIBUTION.

Chicago Journal Still Doing Business at the Old Stand.

The custard pie editor of the Chicago Journal is still writing fudge essays for the benefit (?) of the independents. Another mess:

In order to observe the methods of the tobacco trust, three experts, under the direction of the publicity department of the Independent Cigar Dealers' Association of Chicago, have finished an interesting test.

One of these experts disguised himself as a laborer and visited a trust store, purchasing a cigar.

The second expert, dressed as a person of ordinary circumstances, bought a cigar of the same brand.

The third expert, posing as a prosperous merchant, asked for the same kind of cigar the others had bought.

Later the three compared their purchases. The cigars were dissected and it was found that the laborer had been given one of very poor quality; the second purchaser had received a cigar of slightly better grade, while the third purchaser had been given the sort of cigar that ordinarily sells at the rate of six for a quarter.

In tracing the various grades of tobacco used in the manufacture of these cigars, the experts found that Wisconsin, Pennsylvania, and Ohio furnished the raw material used. Not a trace of Havana tobacco was detected in any of the cigars.

"Such is the benevolent spirit of the New York tobacco trust, which claims to have opened cigar stores in Chicago solely for the benefit of consumers," said the head of the publicity department. "Like other trusts, it pretends to benefit the consumers, while in reality it is 'working' the public.

"Imagine the coal trust reducing the price of coal when it gets ready to sell direct to the consumer, or the beef trust reducing the price of meat in the sweet by-and by!"

Leaf Tobacco Markets.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 65 hhds.; offerings on the breaks, 3 hhds.; public and private sales 19 hhds.

The receipts are of the new crop, and the sales except a few hhds. were of old crop. The market was without new feature, the qualities offering being of low grade, and prices firm and unchanged.

Our severely cold weather has continued, preventing the handling of tobacco in the barns.

There is such a small proportion of the crop not controled by the Planters' Association that few sales of loose tobacco are made.

As the factories handling for export to Great Britain have lost some three months of working time, owing to the delay of sale of loose crops from the actions of the Planters' Association, and cold weather delaying the movement of the crop, the quantity to be exported will be greatly less than intended at the beginning of the season.

For old tobacco we continue to quote:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.75	to	5.50
Common Leaf	5.75	to	6.75
Medium Leaf	7.00	to	8.00

EDGERTON, WIS.

A week of extreme winter weather and several blustering storms have served to reduce the tobacco movement in country districts to very light proportions. The drifted roads and zero temperature have kept dealers near at home as well as precluded much delivery at receiving points. Under less discouraging conditions the buying movement might continue for both old and new leaf, as the disposition to increase the holdings of these goods is evident. Sales of the new crop coming to notice are:

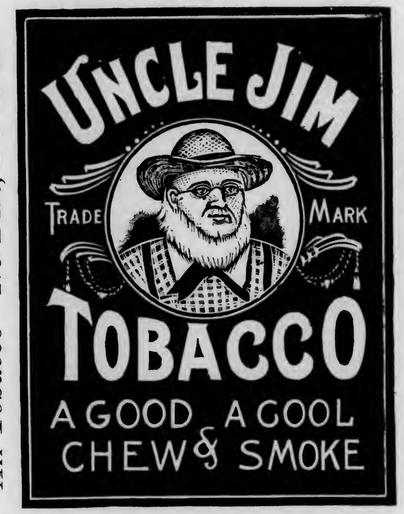
Ole Simonson, 12a at 7½ and 1c
G Halverson, 12a at 7, 6 and 1c
J Jorgenson, 8a at 8 and 1c
R Watson, 5a st 6½ and 1c
C Schluter, 3a at 6 and 1c
J Hogie, 5a at 6 and 1c
Nick Prell, 6a at 6 and 1½c
M Anderson, 4a at 7¼ and 2c
M Campion, 6a at 5¾ and 2c

The rustle for the remnants of old leaf in country hands continues, when weather conditions permit, and considerable quantities are changing hands among local packers. W. T. Pomeroy & Co. report the sale of about 300cs for the week. They have also received several car loads from the growing districts. The deliveries of the new crop are coming in slowly since the storms and some of the packing houses have about consumed their surplus of bundle stocks and may possibly have to close down for a time.

Shipments were 500cs.—Reporter.

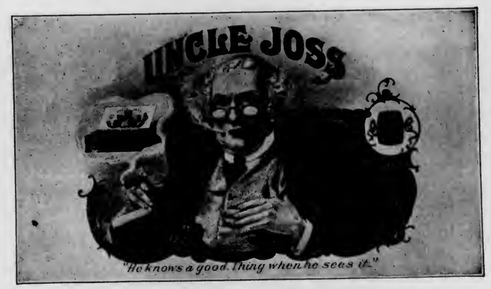
OUR TWO BIG SELLERS
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.
Union-Made.
All Tobacco---No Dirt; No Stems.


Independent Factory.
THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, VOE, PENNA., U. S. A. Ninth Dist., Pa.

GEORGE W. PARR
Littlestown, Pa.
MANUFACTURER OF
High-Grade Cigars
Goods sold to Jobbers only.
Correspondence Solicited.
A Medal was Awarded at the World's Fair, in St. Louis, in 1904, on our
FERNSIDE 5-CENT CIGAR

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS


10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

IMPORTANT TO CIGAR DEALERS

The American Tobacco Co. is making a special drop shipment of CREMO cigars (Perfecto style), for account of their customers, in an attractive HUMIDOR containing 3,000 CREMO Perfectos 1/20's.

This very useful package for keeping cigars in perfect order for any length of time is sure to be appreciated by dealers who realize the importance of not only buying good cigars, but keeping them good until they reach the consumer.

You can secure this HUMIDOR containing 3,000 CREMO cigars of your jobber for $105.00, less 10% trade and 2% cash discount.

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

THE TOBACCO FARMER AND HIS CHANCES.

With all the present agitation regarding the grower's proper position in the tobacco industry, whether he is becoming merely a slave of the soil to produce a certain commodity for just as much remuneration as the buyer chooses to allow him, a lengthy consideration of the subject is advisable before a conclusion is reached. The movements of the Burley Growers' Association in its effort to create a precedent in the establishment of what would practically be a farmers' trust, have been watched with much interest and the apparent downfall of the project is regarded with mixed sensations.

The following article is an exhaustive study of the farmer's position and prospects from his earliest appearance in the United States to his present numerous and ttentaively aggressive state. The article is by George L. Castner, of Clarksville, Tenn., who writes as follows:

I have divided the subject into three separate periods of time. First, the era before the war of 1861. The distinctive features of handling and selling tobacco during this period were, (1) slave labor was employed; (2) the tobacco was prized on the farm, and, (3) these hogsheads were then shipped to the market and sold there exclusively under competition to the highest bidder, sales being made for account of the grower, through warehouses conducted by experienced salesmen, expert as to grades and posted on values and market conditions. This appears to include every essential feature then employed, and while that period had its ups and downs, as all must, still as a whole it is conceded to have been an era of prosperity to the grower such as he has found in no period since that time.

The second period chosen is that following the war of 1861. On the resumption of farm work then, the same system was adopted. But changed conditions of labor presented a difficulty. Being free, labor was no longer subject to the same control and was correspondingly unreliable. For ordinary farm work there was, however, no substitute for it. But for the more particular work of assorting and prizing, a substitute was not long in appearing. Competent parties seeing the opening for profitable employment, came forward proposing to prize for the neighborhood and establishing themselves for this purpose in some convenient center. The relief assured by this arrangement is best evidenced by its gradual and extensive adoption. Farmers abandoned the screw, which had from time immemorial been regarded as an indispensable implement of the tobacco grower, and turned this work over to the agent at the crossroads. Generally his work appears to have been well done. The tobacco when prized continued to be sent to the market, being sold for account of the grower, and netting profitable and satisfactory returns.

But from this new move there proceeded an effect of such tremendous significance it is impossible to conceive that it was in even the smallest degree anticipated in the beginning. Starting as the merest pebble, it was soon to dam the stream and finally to turn its current exactly backward. It was destined to sever the lines connecting the farmer with his market and to give him not a single benefit in compensation for this loss.

It is easiest for me to describe it by a homely illustration: "Mr. Jones," when his prizing is completed, finds a remnant left over, 500 pounds, for example. What is he to do with it? "Mr. Smith" has tobacco like it waiting to be prized. He will see him, sell his remnant or buy enough from him to fill out his hogshead, or arrange to fill a hogshead jointly with him. But it takes time and riding to find Smith. He may not be at home or may not agree to a trade and joint shipments are not always satisfactory anyway. And so under the drift of such circumstances it soon comes about that Jones, Smith and others are still selling their remnants to the prizing agent himself. He is always on the spot, sees these interested parties without leaving his place, and buying their odds and ends at bargain prices, prizes and ships and sells for his own account. Bought low, the venture results in an easy profit and the taste of blood but whets the edge of appetite. He begins to "pick up" small crops, afterwards larger crops and finally the entire product of the community. Starting only as a prizing agent, he has become a fullfledged dealer—and the stream is dammed. He is in the market. The farmer is out of it.

I have thus described in a general way the causes leading up to and developing the period of the country dealer. Of course in different cases or districts there was doubtless some variety of detail, but this is not material to the subject, for the ground plan was substantially the same in all cases.

The dealer continued to prize and sell under competition, just as the farmer had done before him. His business prospered and it grew.

What the farmer ever gained by the complete and unnecessary surrender of his entire position I have never been able to find out. Perhaps some who read will be able to inform us. And why he ever yielded his position of equal importance on the market or came to regard that as one branch of his business not worth his personal attention and concern, and why he ever consented to change from the payment of a reasonable fee for prizing to that of allowing the dealer instead a profit on his tobacco, and placing that dealer in a position whence he might eventually, if so inclined, dictate his own terms, are two

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THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
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LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

J. M. MITTLEMAN
Dealer in
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No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 Marietta, Pa. Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO

C. RUPPIN---LANCASTER, PA.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

questions I am totally unable to answer. But this is exactly what he did do.

Let us make some notations right here:

First—The general practice of sales of tobacco loose from first hands dates from this period, being a result of the course then followed as shown.

Second—This era settles the fact that the prosperity of the first was not due to slave labor, for, all considered, there were in the second period, when labor was free, equally profitable results to the man who prized and sold in the open market

Third—That the tobacco was prized affords evidence only that this was the form of package then in demand by the trade. The work was done by or at the expense of the seller, and to this extent his net results were certainly lessened. The placing of a wooden hogshead around a bulk of tobacco could in reason add no more to the value of the tobacco itself than the paper and string around a bundle of calico could add to the value of the calico. So that the very best consideration the seller could expect his prized hogshead to receive would be price enough to compensate for its cost and the expense of prizing.

Fourth—If these things are so, then unquestionably it was the principle of the open market which yielded shippers every benefit they received during both these periods.

Our third era dates from the period when the dealer had reached the height of his prosperity. As the years rolled along the buyer in the market began to realize that he was buying less and less of the farmer's tobacco and more and more of the dealer's tobacco; began to question the necessity of the dealer as a middleman; began to figure that if the dealer could buy from the farmer at home and send the tobacco then to him and earn a good profit, that by going himself past the dealer and direct to the farm and trading there with the owner himself, he could save this profit. The only difference to the farmer would be that of miles—the greater distance to the point of delivery—a difference which could be easily adjusted in the price.

With the buyer appearing in the field as a competitor, the dealer clearly had to pay less or do business without a profit. But more than that, the buyer began to allege, and perhaps in all truth, that the dealer's prized hogshead was no longer an acceptable package to his patrons, and that on account of uncertain and defective packing he was compelled hereafter to discount his prices on prized tobacco. Thus hit on both sides, the days of the dealer as an independent class were clearly numbered. He was destined gradually but surely to disappear until today he is all but gone. But the effect of his work is still to be seen. He had already damned the stream which flowed from the farm to the market. Now its current was turned exactly backward. It was flowing from the market to the farm. When he had set his first screw he found the farmer selling his tobacco under competition in the open market and making no complaint about results. When for lack of material to work upon, his screw became idle, he found that the farmer, unqualified by experience, unskilled in grades and at best but crudely posted on values and market conditions, endeavoring to run a private market of his own and engaged in a titanic struggle to make both ends meet.

This brings us down to the present time. But not at all do present conditions mean that we have reached the final result possible under present methods. For these methods are as destructive an agency to competition as we can find. Nothing, for instance, will do more than barn selling to drive out the small buyer, a blunder than which none could be more fatal. Five such buyers starting in to do, say, only a quarter of a million pounds each, are worth more to the market than one buyer who is prepared to handle alone 10,000,000 pounds They may not have prepared to take altogether one fourth as much tobacco as the big fellow, but they will do five times the good in sustaining prices. In proportion as the big buyer may plan and scheme for more profits, will the little one plan and scheme for more business. Take away the little buyers and the big ones will take away a little of the price. Take away the big one and the five little ones will find a way all right to move all the tobacco that offers. Little buyers are a long sight better thing than little prices.

The farmer cannot afford to lose the little buyer, and the whole tendency of barn selling is to drive him out, since none but the large dealer can afford the heavy expense and risk it involves.

AMERICAN Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
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Choice of the Market 10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

A. K. MANN,
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—OF—
LEAF TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
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CIGAR BOXES
South Ninth Street,
Established 1883. **Akron, Pa.** Telephone Connection.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories. **Red Lion, Pa.**
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
LEAF TOBACCO
Shade-Grown SUMATRA, in Bales
We make **SCRAP** Filler, **Ready for Use.**
Phones { York, No. 130. Bell, No. 1873. } 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

Should barn selling ever become the one established custom, it is inevitable therefore that the buying will be confined to the larger class of buyers. And then we will find ourselves at the beginning of a period well calculated to end in a permanent division of territory between these great powers, or in shifting all competition from the buyers to the farmers, they competing among themselves to obtain contracts for the cultivation of so many acres of tobacco under given conditions for certain buyers. Persistent barn selling has no logical conclusion.

In fact, a man has to see but once the tremendous and widespread loss following in all directions from indiscriminate selling, whether at the barn or elsewhere, to appreciate the fact that any real reformation of present conditions must start at this point, or, that if started elsewhere, it must end nowhere A long line broken in ten thousand places is no match against a shorter one representing concentrated strength.

The tobacco grower today has no single line of defense except the open market, and never did have any other. And he can blame no man more than himself if he has chosen to join issue outside of this line and has failed in the attempt. Such results have been known before. For, from the beginning of recorded trade, markets have been recognized as a necessity to—the seller. And in no page of history will he find any record showing deviation from this sound principle that loss has not resulted to—the seller.

It is my conclusion, flatfooted, that the farmer must in any event stand by his open markets, and that under present conditions he has got to go to it with a proposition to sell loose. Sales loose upon the warehouse floor have, I am told, become the established system in Virginia and the two Carolinas years ago. It has also been introduced in two markets of this district where it appears to have met decided favor among a large number. Its advocates claim (in line with the argument I am making) that it opens the door to the widest competition now on the market; that it also affords the best display of tobacco offered by any method; permits the sale of each grade strictly upon its own merits; affords equal chances for all sellers as well as for all buyers, and also avoids all possible risk of later reclamation or dockage. While, like every new idea, it has been subject to close scrutiny as well as occasional criticism on minor details, I have yet to hear an intelligent man deny the correctness of its claims, or affirm that they are equalled by any other system. And it should also be mentioned as a notable fact that, though we have now seen it in operation for three years in this district, no public expression unfavorable to it has been uttered either in print or speech. The strongest argument, however, in its favor is perhaps the fact that in Virginia and the two Carolinas it appears even years ago to have superseded all other methods of selling. This unmistakably indicates great merit. And that corresponding tobacco is bringing in that section considerably better prices than are current here, is plainly evidenced by the fact that there are firms who make it a business to buy here and, packing loose in cars, ship to Virginia for resale, or to substitute for higher cost goods there. We have no competition which is more aggressive, which pays more liberal prices, or has been more helpful. The business involves considerable expense for labor and freight, not to mention rents, office maintenance, salaries, license and traveling back and forth to Virginia, etc. And these figured out will give us but an approximate idea (for profits must be added to get it all) how far the line of values in Virginia, established on the basis of solidly competitive loose floor sales, runs ahead of ours, established on the basis of "every owner a salesman." And many carloads, possibly hundreds, go from here thus to Virginia, but rarely, perhaps never, does one come back.

It is the commonly accepted idea that tobacco values have been depressed through a systematic decrease in competition on the part of buyers. But a

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Free Samples to Responsible Houses.

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High Grade Cigars
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Cigar Manufacturer,
Brownstown, Pa.
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Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

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Also, All Grades of
Fine Cigars & Leaf Tobacco
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Fine and Medium
CIGARS
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Special Brands: { GEO. F. NASH, JOHN SELDEN, GOV. THOS HUTCHINSON, BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
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Penna. Seed B's a Specialty
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Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

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Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
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"IN UNION IS STRENGTH"
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REGISTERED.

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J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

careful study of the subject will sustain but a very small part of this theory. The need of competition is plain—is always plain. But competition which is not concentrated on its object does not compete. And for our failure to get this concentration we are indebted solely to the iniquitous system of sales at the barn. In total disregard of all sound rules, it distributes its buying power over the widest area, and practically, if not actually, prohibits the appearance of any two buyers at the same place at the same time. When competition is "spread so thin," what wonder is it that men should feel the need for more?

But not content with its peculiar theories regarding competition, it goes further and stands squarely for the principle of "every owner a salesman." What ground has it for complaint, if its own "chickens come home to roost?" What ground when, following its teachings, inexperienced men carry their crops to the market and, undertaking to make their own sales, accept prices ranging in a great number of cases from $1 to $4 below market values, as has been notoriously done? The losses thus sustained and the wholesale price cutting which results indicate nothing as to competition except its disregard. The thing that was lacking was the experienced sulesman and his knowledge of market values and conditions. Spasmodic periods of high prices may occur to renew incentive, but fair values will never be sustained under any system which neither upholds the division of competition, or which advocates this dangerous principle.

People must die. Doctors are not necessary because they do. They are necessary only because people have a great variety of ills. When the afflictions of the human family are reduced to a single disease, doctors will disappear. They will not then be needed. Warehouses do not exist because tobacco is produced, but because it is a crop of a very great variety of grades. When every farmer plants the same variety of seed, every man gives his crop the same care, and all soils produce the same grade of tobacco, one man's crop will be worth exactly the same as another's, and once knowing the market price, the farmer can do as well without the warehouse in selling his tobacco as he can now do in selling his corn.

GEO. L. CASTNER.

MIDDLETOWN WILL HAVE PLANT.

All Help Available will be Employed in New Factory.

Middletown, Pa., Feb. 17.

Thirty or forty of the subscribers to the proposed factory in this city met the other day and listened to information concerning the projected industry given by General Manager Lichtenstein of the United Cigar Manufacturers, of Harrisburg.

Mr. Lichtenstein stated that his company was attracted to Middletown because it was believed it would be easy to get women and girls for the factory, of whom the company employs many. A brick building 40 x 100 feet is needed, three stories high for which a good rental would be paid on a five year lease. All the help that could be procured would be hired. Mr. Lichtenstein stated that his company would subscribe $500 toward the factory, and a committee was appointed which accompanied the general manager over the town to look at a number of sites. It is regarded as certain that the deal will go through.

CHAIN OF STANDS IN IOWA.

Frankel & Seigel, proprietors of the cigar stand privileges at The Elliott, in Des Moines, Ia., are acquiring similar privileges in the principal hotels of the State, and have already taken charge of the stands in the Commercial, at Muscatine; the Lacey, at Oskaloosa, and the Keokuk, at Keokuk. The stands will be run along the up to-date methods which have characterized those already conducted by this firm.

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York, Pa.

Manufacturer of

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Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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HOPKINSVILLE, KY
PADUCAH, KY.
Cable Address "CLARK."
Clarksville, Tenn

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Washington—Geo E Smith, cigars, tobacco, etc; chattel deed trust, $186.

Florida

Lakeland—Tierra del Lago Cigar Co, (not inc) manufacturers; received charter for $10,000.

Illinois

Danville — Robert C Parks, cigars; quit business.

Indiana

Anderson—A S Gross, wholesale cigars; R E mtge, $300.

Iowa

Fort Madison—A E Johns, cigars; chattel mtge, $1,200.

Kentucky

Louisville—R D Bakrow & Bros, cigars, inc; capital, $50,000.

Massachusetts

Boston—F A Thielsch, president of F X Oberle Co, cigar manufacturers, dead.

Quincy—Andrew J Burns, cigar manufacturer; petition in bankruptcy.

Worcester—M Schlessinger, wholesale and retail tobacco; succeeded by Maurice Schlessinger Co.

Minnesota

Cloquet—W F C Gadua, cigars; R E mtge, $200.

Duluth—A J Hunter, cigars; sold out.

New York

Rensselear—G W Carr, wholesale cigars; petition in bankruptcy.

Rochester—D J McLennan, tobacco and cigars; sold out.

Ohio

Barberton—N E Kepler, cigars, etc; chattel mtge, $3,260.

Pennsylvania

Philadelphia—S Omicron & Co, cigarette manufacturers; receiver applied for.

Rhode Island

Central Falls—S Whelden, of Welch & Whelden, wholesale cigars; dead.

Washington

Meyers Falls—C B Gardiner & Co, cigars, etc; succeeded by W H Spencer.

Wisconsin

Milwaukee—John Heim, cigar manufacturer; bill of sale, $1.

PATENTS RELATING to TOBACCO, Etc.

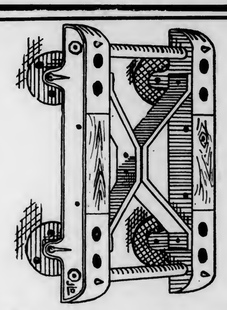
782,219 Tobacco cartridge; Walter E Coleman, Newdorp, N Y

782,573 Cigar box filler; Henry J Lewis, Minneapolis, Minn

782,284 Friction match; Frank F Sommers, Jr, Saginaw, Mich

37,333 Design, cigar stamp; Joseph I Comber, Philadelphia, Pa

37,334 Design, smoking set; Louis Goodman, Kalamazoo, Mich



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MIXTURE
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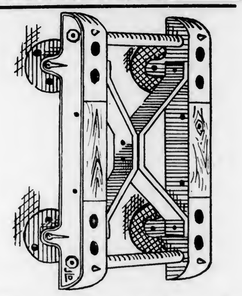

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KING DUKE CUT PLUG SHIRK'S BEST TWIST
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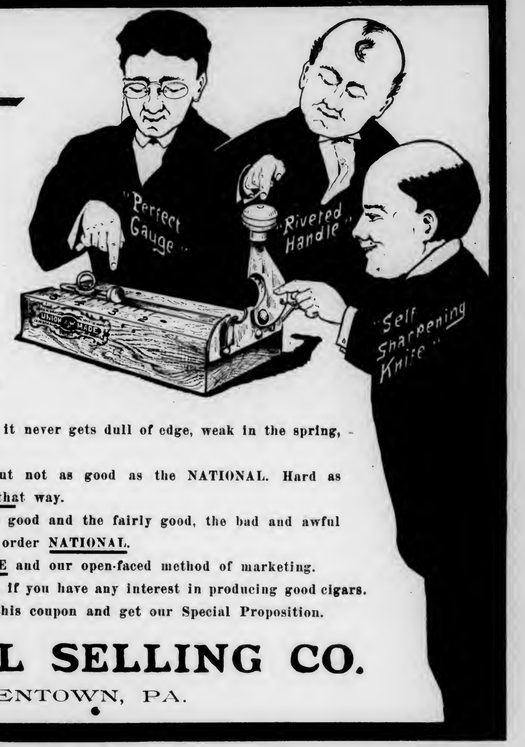
We're willing— are you?



¶ We're ready to talk BIG and FAST about NATIONAL CIGAR TOOLS—if you're in a PROVING mood.

¶ We'll send you anything that we make "on suspicion"—if it isn't better than YOUR kind—back to the glimmering rails.

¶ You can't find a better Cutter than the NATIONAL, because it never gets dull of edge, weak in the spring, and loose in the handle.

¶ You can buy Cigar Boards almost anywhere, but not as good as the NATIONAL. Hard as steel, rigid as rock, smooth as glass, and STAYS that way.

¶ There are all kinds of Knives and Blades—the good and the fairly good, the bad and awful bad—but you don't take chances when you order NATIONAL.

¶ The most astonishing part is the PRICE and our open-faced method of marketing.

¶ You can afford to find out about this if you have any interest in producing good cigars.

¶ The way to be SURE is to return this coupon and get our Special Proposition.

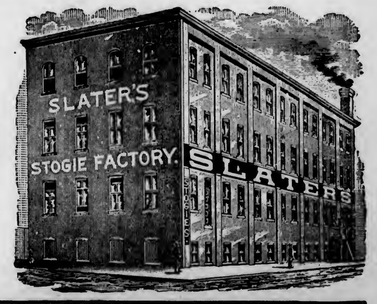
CUT THIS OFF AND MAIL IT.
NATIONAL SELLING CO., ALLENTOWN, PA.
Give me prices and particulars, and send your complete catalogue.
NAME.....
ADDRESS.....
State whether you are a dealer, cigar mfr. or user.
.....

NATIONAL SELLING CO.
ALLENTOWN, PA.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address—
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER **STOGIES**
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



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THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXV., No. 9.

PHILADELPHIA and NEW YORK, MARCH 1, 1905.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

1903 Crop
FLORIDA SUMATRA
WRAPPERS
All Grades and Sizes.
Light, Medium and Dark Colors.
Excellent Quality.
Lowest Prices.
Schroeder & Arguimbau
No. 178 Water Street
NEW YORK

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

—THE TOBACCO WORLD—

PHILADELPHIA SMOKE VETTERLEIN BROS' SABOROSO PHILADELPHIA CIGARS BOSTON

MANETO CIGAR

GUMPERT BRO'S. Manufacturers

VIRTUE LIBERTY AND INDEPENDENCE

114 N. 7th St. Philadelphia

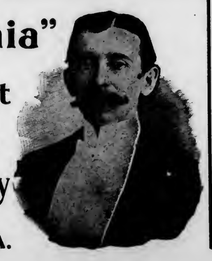
HARTMAN & KOHN,

Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar

1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

PENT'S TAHOMA 5¢ CIGARS PENT BROTHERS PHILADELPHIA

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors



Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

EISENLOHR'S Cinco Philadelphia CIGARS

As Clean as the food You Eat — Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)

Oblinger Bros. & Co.
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615 Market St., Philada.
(NICKELBY, 5c.)

NAPOLEON 5¢ CIGAR

Channing Allen & Co.
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FINE CIGARS
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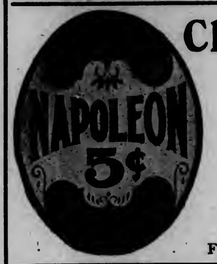

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J. Vetterlein & Co.

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115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of **Leaf** *Tobacco*

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1865

L B V S

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322 and 324 North Third Street, Philadelphia

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232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolitsky & Son

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Young & Newman, Sumatra & Havana Y&N

27 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.*

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Bayuk Bros.

SOLD BY LEADING DEALERS EVERYWHERE

"HAVANA RIBBON"

Title & Design Registered

5¢ CIGAR

WRITE FOR FULL PARTICULARS

MENTION TOBACCO WORLD

BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

A LITTLE WISDOM THAT IS EVIDENTLY NEEDED.

In the editorial columns of last week's Tobacco World, I noticed an artitcle which took for its motive the declaration of a couple of tobacco manufacturers that they were throwing money away when they spent it for advertising. The editor made a few remarks on the foolishness of such an attitude.

I want to second those remarks, boys, and to make the assertion that a man who has a contempt for advertising is an imbecile, to whom I wouldn't lend a two-spot if I thought I would need it again.

I'm a pretty old bird, I've seen the world quite some since I've been around, and it causes me a whole lot of surprise that any man level-headed enough to be at the head of a business, would make use of hot air in that careless way.

Why, I thought every one knew of the numberless fortunes that have been made from the sale of some commonplace article, and that have been made solely as a result of the tremendous investments in advertising.

I thought everybody knew that a merchant experiences a demand for what has been and is being advertised and has no call for what the consumer has no chance to know anything about.

I thought everybody knew that the jobber would rather deal in something that he knows is being well advertised and consequently will move more readily than experimental goods.

I thought everybody knew that the jobber would rather buy what he has seen advertised in an ad meant to appeal to him, than the goods that a salesman tries to shoot in on his own personality or popularity.

In short, I thought everybody knew that advertising has come to control the market, and that the consumer is guided by it, instinctively regarding the house that can't afford to advertise, as very tiny potatoes.

I've been taught that such ideas as that constitute the first principles of business and I've never had any reason to change my opinion. I know that no matter how good a salesman I was, I wouldn't be the poor son-of-a-gun to start out for a house that was never in the habit of advertising. I'd feel so hopelessly handicapped at the start, that the moral effect would prevent me from getting any results.

I honestly believe if, in the present day, a man were to start in businessgiving 101 cents for a dollar, there would be few transactions if he didn't do any advertising. That may sound silly, but I've seen so many first class propositions go to the wall because there wasn't sufficient capital to advertise properly, and I've seen so many much poorer schemes succeed, when there was, that I've got a right to be prejudiced.

I don't mean to say that a man with a bad penny can sell it for a dollar if he advertises in the right way, but I will say that he stands a pretty good chance of selling seventy-five cents for a dollar by that method, provided he doesn't lie too much about it.

I'll tell you an incident that recently came to my notice, which has nothing to do with business proper, but which shows the value of advertising:

In a town of six or seven thousand, not a great many miles from Philadelphia, is a Methodist church, which as is usual with its class, has a "revival" every winter. To those who are not familiar with the philosophy of this sect let it be explained that the church is supposed to have reached a rather low spiritual point by mid-winter and so a quickening is advisable. This is brought about by extra meetings, and the presence of special evangelists who make a business of conducting such affairs. The meetings are supposed to attract a number of outsiders into the fold.

In this church the revival has taken place according to schedule every year but of late years they have seemed more a matter of form than anything else, and few converts have been secured. The church is now in the hands of a new and young minister, who is more of a business man than a minister. In fact he announced at the start that he considered that he was in busines to save souls, and he worked along those lines.

He planned an advertising campaign just as complete and thorough as a New York business house would conceive and began operations. He had special meetings, or rather extra meetings, sometimes

(Concluded on page 7)

CAMPANELLA HAVANA CIGAR

Sulzberger-Oppenheimer Co.

(Limited)

Cigar Manufacturers

Broad & Noble Sts.

Philadelphia

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS,

Makers of

Hollard's Premiers,

Franklin Club,

Luxury,

and NUMEROUS PRIVATE BRANDS.

Seal Cigar Factory,

2203 South Street, Philadelphia.

Hollard's

F. V. ESHLEMAN,

1600 Arch Street, Philadelphia,

MAKER OF

HAVANA CIGARS

A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

EVERY effort should be made to keep the store clean, light and full of pure air. Nothing is more attractive to customers than these points. Too often, windows are not only dirty, but are piled high with merchandise, which keeps out the light and air. Spotless walls, clean, well dusted shelves and counters, pure air and sunshine, are better advertisements than six months' insertion in the newspapers.

Too many dealers fail to see the value of the advertisement which is presented by the general appearance of everything connected with the store. Windows should be kept well dressed and clean. While there may be no means of having moving or automatic displays, a simple, well kept, clean window is sufficient to attract attention.

Push new ideas. Make your store the headquarters for them. Do not be afraid to ask advice of clerks as to the adoption of new ideas or the purchase of new merchandise. They have an intimate acquaintance with many customers which you may not have, and in many cases can give advice that is worth hundreds of dollars.

The subject of advertising plays a large part in the management of a store. The principal point in advertising is to place before the public attractive, new, and if possible, original ideas. If your store is divided into departments, or if you have made certain clerks responsible for certain classes of goods, it will be well to consult with them as to whether they have anything special which they wish advertised for sale. Old goods can be brought forward in this way and turned into money.

When goods are mentioned in an advertisement, prices should be mentioned with them. Some one has said that an advertisement without prices is like a man without a soul. The most important thing about the advertisement should be the prices.

Never let the public read the same thing twice in your advertisements. What they look for is something new, and if they do not find it they will soon pass over your advertisement as unworthy of notice.

One maxim might be made, which will hold throughout every branch of store management, and that is, that only unusual methods accomplish results. Careful study of the business; constant consultation with everyone interested; the attention of the management to the suggestions of every employe, however humble; the constant effort to keep up to date, and adopt new and good methods—these make up the sum and substance of good store management.

You can't accomplish special results without special effort.

CIGARS AT $5 PER.

HOW many dealers keep $5 cigars in stock? Not $5 a hundred, but $5 apiece for every one that you buy—$5,000 for one thousand of them, and nothing off for cash?

There's a certain dealer who claims to do some business on these high priced smokes. He says that every once in a while sporty-looking men will come in and demand the best in the store, whereupon they are shown the $5 article.

"The cigars are all Havana," says the dealer, "including the wrapper. They are five times as large as the ordinary londres or perfecto, and as it is rather hard to get a Havana leaf large enough to wrap cigars of this size, they naturally cost. I should say that in a thousand hands of Havana we wouldn't find more than one leaf of the proper size and quality.

"The men who get them like them, though, and I think that it is often the case where a broker or big business man who has put through a juicy deal successfully, if he doesn't feel like going out and drinking a bottle of wine, will send over and get a cigar for a five spot.

"The other day an errand boy came in and sauntered up to the counter. 'Give me a cigar,' said he, in a languid tone. 'Aw—something for about $5.'

"I said, 'Sneak out of here, kid,' but he threw down a $5 and named the right brand, so I knew he'd been sent to get it. We don't keep more than a million of them in stock, though."

DIDN'T HAVE 'EM THEN.

WILLIAM PINKERTON, the famous detective, was praising the various cash register devices which nearly every retailer now has in his store.

"These machines," he said, "have undoubtedly diminished crime. They have saved many weak persons from a daily, an hourly temptation hard to withstand. They have also saved employers a great deal of money, for they have driven the dishonest out of a field of work wherein they loved to labor in the past.

"I heard of a clerk the other day who was getting $8 a week. He had to be on duty at 7 in the morning, and he was not through till 7, and sometimes 8, at night. The poor fellow had no time for anything but work and sleep.

"He found time, though, to get married, and the week after the ceremony he asked his employer for a raise.

" 'Why, Horace,' the employer said, 'you are getting $8 a week. What ails you? When I was your age I kept a wife and two children on $8 a week and saved money besides.'

" 'They didn't have cash registers in those days,' said Horace bitterly."

—A cigar manufacturing firm from Perkasie is negotiating for the lease of the factory building recently vacated by Boltz, Clymer & Co., at Coopersburg, Pa.

THE SHOW WINDOW.

THE show window is created solely that samples of the stock may be shown to the very best advantage and act as a business getter, and if the arrangement is not always carefully studied for the best results, or if the display is thrown up hastily, it becomes a complete waste of space which cannot be used for any other purpose.

A show window is in a position where it must be looked into, and if it be properly dressed, it presents the cheapest and most effective means of advertising the goods in the store, because it costs nothing but the expense of the actual dressing, the material used in decoration being regular stock.

The decoration should be made with an abundance of light, which should not be allowed in any case to glare in the faces of the passersby or the lookers on. The lighting should be arranged like a stage, with footlights, sidelights and toplights. A row of lights at the bottom of the window, properly screened from the outside and placed close to the glass, acts as footlights and keeps the frost from collecting on the window pane.

The incandescent electric light is by far the best for window purposes and justifies the expense. The light is clear and strong, and can be placed in any position among inflammable material without danger.

The best results have been obtained from frequently changed displays, each display exploiting one article instead of a number. It is unwise to mix too much, as the effect becomes less striking in proportion to the increase of detail.

THE STORE INTERIOR.

ALWAYS remember that a well dressed window must be properly backed up by a well arranged store interior, or a large percentage of the benefit is lost.

Nothing more quickly casts a feeling of gloom and causes more depression among customers than to enter a dark store with the stock carelessly arranged. Appearance is not everything, but it has a great deal to do with the consummation of trade.

No matter how good a brand may be, its selling value depends on your or its manufacturer's ability to make people accept its value.

It is just as essential that goods be well handled and arranged in the store as well as in the window; remember the old saying that one man may lead a horse to water but six can not make him drink. You can get people to enter your store by an effective window, but if they are chilled on entering, they will make a small purchase, if any, and never come back.

You haven't got anything in your store that is so cheap or so unhandsome that it cannot he made to appear to advantage. But always be careful not to show poor goods in close contrast to better goods in the same class, as the only result will be to show up the defects of the cheaper stock. A good line of quarter pipes can be made to look very attractive to to a slender purse, but never by shoving them alongside $2 and $3 pipes.

In planning a general arrangement of the stock bear in mind that there should be three ways of arranging the goods: first, for exhibition purposes; second, for the same as the first, with the additional advantage of being close enough for examination; third, a respectable arrangement of the stock from which sales are to be made. And always remember that you must please the buyer's eye.

It is a much better plan to show a small stock and show it well and pack the rest of the stock in the storage rooms, than to attempt to crowd everything in where it can be seen and accomplish nothing but a confusing jumble of miscellany.

If a clerk shows a disposition or an aptness for harmony of arrangement, the dealer should encourage it and allow him to develop it. Practice and ambition will soon make the clerk invaluable and will be sure to bring out the right ideas if he has them in him.

THEY WILL ATTRACT THE CROWD.

HERE are a few simple window displays that will attract attention even if they do not serve specifically to advertise the goods:

A fountain playing in the centre of the window, with gold fish swimming in a bowl below. The stock can be displayed in the scenery effect surrounding the fountain.

Automatic window features are novel, and can be made very attractive. A little steam engine costs but a few dollars, can be run with alcohol or gas, and may be made to keep comical toys, or things of more serious character, in motion.

Frequently a crayon portrait or photograph of some prominent man or woman placed in a window and properly decorated attracts attention, and the attention is likely to be carried from the picture to the goods around it.

Have a cigarmaker or a cigarettemaker in the window, particularly if she is a pretty girl. The working feature will attract a large crowd and hold it. People are interested in seeing common things are made.

Keep changing working displays and have just as many of them as possible.

Action is everything, and action in window display to attract people is worth a dozen times as much as inaction.

If the dealer will encourage one of his clerks, by financial appreciation, to study window dressing carefully, and will give him full scope, insisting on simplicity and one thing at a time, the generally wasted space of the show windows in the country will yield a good return.

THE first shipment of leaf tobacco from this country to England was made in the year 1616, when 20,000 pounds were exported.

Every Store Can Afford a National

A National is an Investment, Not an Expense.

Some merchants give as a reason for not purchasing a cash register that it costs too much.

If you have such an idea in your mind ***wipe it out,*** for we can furnish you with cash registers to fit your business and your purse.

It Pays for Itself Out of the First Year's Savings.

Our registers are fully guaranteed and thoroughly reliable in every respect.

We can sell you a register on ***Easy Monthly Payments*** Which enable you to pay for the register out of the money it saves.

CUT OFF HERE *MAIL TO US TODAY*

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a _____ *store. Please explain what kind of a register is best suited for my business.*

This does not obligate me to buy.

Name _____

Address _____

No. Clerks _____

The Tobacco World.

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

held in the little theatre of the town, and he preached a series of sermons on catchy subjects.

The public was told of all these by cards in the newspapers, and circulars, folders, cards, etc., attractively printed and presenting its matter in an entertaining form. The people began to take notice and to attend the services.

When he judged the time was ripe, the minister began his regular nightly revival meetings, continuing his advertising. He saw to it that everybody in town had a chance to read his literature, and old sinners who hadn't seen the inside of a church for years, began to rally round the organ.

The meetings lasted four weeks, and at the end of that time the church had an added membership of about 125, which was at least a 35 per cent increase. Nothing like it has been seen in the church for a long time, and no matter how long these new comers stick, they are there now, and it is safe to assume that a fair percentage of them will remain.

As as a matter of fact, beyond a little extra music, the meetings consisted of nothing that had not been tried before, and the advertising cost considerably less than the traveling evangelists have been in the habit of carrying away in their pockets, no matter what their success.

It was a case of advertising, pure and simple, and it is only one of a billion or more proofs. It's a rather new scheme, this exploiting of heaven by the modern ad-writer, but it worked all right.

Now, I don't want to hear any more about money being wasted on advertising, for I'm apt to get disgusted and if the worst comes to the worst I may have to lower my opinion of somebody.

THE OLD SALESMAN.

WHY THE BURLEY DEAL FELL.

Man Who Claims to Know Tells How it Happened.

A Kentucky paper prints the following which is interesting, if correct, concerning the failure of the plan for the farmers to corner the burley market, which was engineered by President Hawkins, who blamed the Standard Oil Co. and the American Tobacco Co. for having brought about the failure:

"Edwards Ritchie, who was in New York during the efforts of certain capitalists to obtain control of the burley tobacco market in the interest of the growers as against the tobacco combine, has arrived home. Mr. Ritchie is a close friend of Archibald Stuart, the Cincinnati broker, who tried to swing the deal. Hence Mr. Ritchie had an opportunity to become acquainted with the facts of the matter which had the attention of the entire tobacco interests of the United States. 'The Standard Oil Co. had nothing to do with the matter,' said Mr. Ritchie. 'The tobacco combine is second in power only to the Standard Oil Co. It has an influence in the banks of New York, which caused man after man to withdraw from the plan to take up the burley crop. Everything went all right until the financial power of the tobacco combine was encountered. To use a figure of speech, when the sun of the tobacco combine arose above the horizon it melted the opposition as easily as Old Sol does the snow."

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg,
IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA MARKET IS GROWING QUIETER.

Stocks Have Been Well Picked Over, and Although There are a Few Good Vegas Left, Prices Asked are Above Buyer's Views. Economical Buyers Will be Disappointed.

[Special Correspondence of The Tobacco World.]

HAVANA, February 20, 1905.

Very little change has taken place in the market situation, sales show a further retrograde movement, and it almost looks as if the active season is going to give place to the coming quieter spring period, when the number of buyers is less, and the stocks having been picked over, offer less incentive to prospective purchasers.

Nevertheless, there are some good vegas still to be had, only the holders are asking figures above the views of the buyers in town, and this prevents a larger business from being done.

People who come here to find good tobacco will be sorely disappointed if they expect to get it at low prices. In fact, if it should prove true later on that the reports of the 1905 crop are not exaggerated in producing a shorter yield than 1904 of Vuelta Abajo, Partido and Remedios, then it will be impossible to count upon lower prices, and the present figures paid for last year's growth may still be considered low.

There may be a difference of opinion held, whether for a producing country it is preferable to have a short crop which sells at elevated prices, or to have an abundant growth which can only be marketed at figures which barely cover the cost of production. The buyers naturally prefer the latter state of affairs, but as they cannot always have their own way they usually try to make the best of existing conditions, at the same time trying to find cheaper substitutes.

Supply and demand rule all commercial relations, and prices are regulated accordingly; therefore, if the former is too short and the figures asked are out of proportion, the demand becomes less, causing the desired reaction by the employment of an inferior, cheaper article. Tobacco undoubtedly may be termed nowadays a necessity, as the majority of the adult male sex cannot do without it in some form or other, but Havana tobacco is more of a luxury which only the well-to-do classes can afford to enjoy.

Prosperity in the United States has undoubtedly stimulated the clear Havana industry wonderfully, and also helped to increase the importation of Havana cigars from this island; therefore, surely the farmers and dealers here will be only too anxious not to kill the goose which is laying the golden egg. On the other hand, the farmers here are also entitled to a fair compensation for their arduous labors, which often enough in years when there was a large crop they have failed to receive; therefore, an equivalent rise in prices for a small crop ought not to work any injury to the northern buyers.

Sales

amounted 5,630 bales in all, or divided into 4,045 bales of Vuelta Abajo, 475 of Partido and 1,100 of Remedios. The United States buyers took 3,989 bales, the local cigar and cigarette manufacturers, 1,526, and for Europe, 115 bales were purchased.

Total exports during the past week were 6,724 bales, of which 6,107 went to the United States, 597 to Europe (France, London and Germany), and 20 bales to Buenos Ayres.

Buyers Come and Go.

Arrivals:—E. J. Davenport, of Boston; Jules Zimmerman, of Chicago; Alfred Rossin, of S. Rossin & Sons, S. Ashner and George Kober, of S. Ashner, New York; A. Boasberg, of Kaiser & Boasberg, Buffalo.

Departures:—Francisco Fonseca, Barron Taylor, John Fielding, Leonard Friend, Isaac Bernheim, Domingo Villamil and Max Stern, for New York; Oscar Reinach, Ignacio Haya and Facundo Arguelles, for Tampa.

Havana Cigar Manufacturers

in general are less busy, and while new orders are coming in, they are in smaller quantities. As an explanation of this lessened demand, the extreme cold winter in the north, as well as in Europe, is cited, which undoubtedly affects business unfavorably. Several factories are said to have reduced the number of cigarmakers, although there are exceptions.

France is a good customer now, ordering at least 1,000,000 cigars to be shipped per month, which is however distributed among a limited number of factories only. Manufacturers look confidently for an increased movement next month. Exports per steamship Mexico were 3,697,740 cigars.

H. Upmann & Co. are doing as well as they expected, and they shipped 400,000 cigars last week.

Cifuentes, Fernandez & Co. have enough old orders on hand to keep them as busy as last month, and the call for Partagas cigars is as great as ever.

Por Larranaga notes no diminution in the receipts of orders from the United

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA | HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

Consulado 91, HAVANA.

Royal Cigar Factory

INDEPENDENT

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER. **Habana, Cuba.**

SUAREZ HERMANOS,

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

Figuras 39--41,

Cable Address: "Cuetara." Havana, Cuba.

JOSÉ MENENDEZ,

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, **Habana, Cuba.**

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." **Habana.**

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 HABANA

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270. Cable: ZALNZGON. **Habana.**

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.

Packer and Exporter of **Leaf Tobacco**

102 Escobar Street,

Cable: "JEDESA." HABANA, CUBA.

Branch House:—512 Simonton Street, Key West, Fla.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS

P. O. Box 298. Cable Address, "Aixalaco."

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, *HAVANA*

M. GARCIA PULIDO

GROWER, PACKER AND DEALER IN

Vuelta Abajo, Partido and Remedios

Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: OWELNA. ***Habana***

A. M. CALZADA & CO.

Dealers in Leaf Tobacco.

and COMMISSION MERCHANTS,

Monte 156, Cable—"CALDA." *HABANA, CUBA.*

Established 1834 — Independent Vuelta Abajo Factory

POR LARRAÑAGA

Trade Mark Registered

Por Larrañaga Cigar Manufactory

ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager

2 Belascoain (B), HAVANA, CUBA

Cable Address: Por Laranaga, Havana

Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

States and abroad. The New York representative, Barron Taylor, was pleased with his visit to Havana, and promised Don Antonio J. Rivero, the manager, that Por Larranga will be pushed with vigor in the United States. The calls from Europe, South America and Australia are quite satisfactory.

Behrens & Co. report a steady call for Sol cigars from all directions. The German man-of-war Bremen selected a large quantity of Sol cigars in preference to other brands.

Rabell, Costa, Vales & Co. cannot complain about dull times, as Ramon Allones, Marques de Rabell and their other annexed brands are favorites with a large clientele in the United States and Europe.

Crepusculo is doing a very fair business indeed, as J. F. Rocha & Co. are making 50,000 cigars per day and have no lack of orders, particularly from Europe.

High Life, owned by Don Rafael G. Marques, has large orders for Spain, and the Churruca brand is gaining more friends in the United States daily.

El Rico Habanero is progressing satisfactorily under the ownership of Enrique Dorado & Co., as the cigars sell well in the United States, Great Britain, Canada and Germany.

La Mas Fermosa and Magnetica de Cuba, made by Remigio Lopez & Co., have constant orders from the United States.

Buying, Selling and Other Notes of Interest.

Max Stern was again a heavy shipper this week, as he dispatched 2,399 bales of leaf tobacco to his house of Lewis Sylvester & Sons by the steamship Havana and Mexico, besides having made some additional purchases of fine Vuelta Abajo leaf.

G. Salomon & Hnos. sold 780 bales of Vuelta Abajo and Remedios during the past week.

Leonard Friend, who left on Saturday by the steamship Mexico, had purchased a few hundred more bales of the finest Vuelta Abajo, and only regretted that the stocks of the really choice growth were so reduced. Price was no object with him, as Friend & Co. only handle goods of prime quality of Vuelta Abajo, tierra llana district. This has been the third visit of Don Leonard to Havana during the past six months, a proof that good tobaccos are easily recognized and are readily salable in the north.

Loeb-Nunez Havana Co. disposed of 605 bales of Vuelta Abajo and Remedios.

Ignacio Haya must have secured fully 1,000 bales of Vuelta Abajo for his Tampa factory.

Jorge y P. Castaneda turned over 525 bales of Vuelta Abajo and Partido.

Facundo Arguelles did not leave empty handed this time, either, and his purchases have closely reached 800 bales of Vuelta Abajo.

Rodriguez Baustita & Co. made some sales amounting to 400 bales of Vuelta Abajo and Remedios.

Oscar Reinach made some good purchases of Vuelta Abajo for the Fernandez Hnos. Co., of Tampa.

Jose F. Rocha sold 300 bales of Vuelta Abajo.

John Fielding secured some choice vegas of Vuelta Abajo for Rothschild & Bro., New York.

Bruno Diaz & Co. disposed of 300 bales of Vuelta Abajo and Partido of their select holdings.

Francisco Fonseca left satisfied with the purchases made by him during his stay in town.

Jose E Cayro e Hijo were sellers of 300 bales of Vuelta Abajo and Partido.

Gonzalez, Benitez & Co. turned over 200 bales of Vuelta Abajo and Partido.

Sobrinos de A. Gonzalez had a quiet week, the first one for a long time, as they only made one transaction of 200 bales of Vuelta Abajo. They have, however, some fine vegas left over for prospective buyers.

Manuel Suarez & Co. are busy people; it seems they never lack customers.

Manuel Garcia Pulido sold 170 bales of Vuelta Abajo.

Leslie Pantin was a buyer for his customers to the tune of 600 bales last week.

Muniz Hns. & Co. disposed of 150 bales of Vuelta Abajo.

Charles Blasco had a fair month so far, as his purchases for his customers already exceed 1,000 bales.

A. Pazos & Co. were kept busy by the sales of 131 bales of Vuelta Abajo to northern buyers.

Receipts From the Country

	Week Ending Feb. 18. Bales	Since Jan. 1. Bales
Vuelta Abajo	1,101	6,993
Semi Vuelta	—	616
Partido	35	1,043
Matanzas	—	3
S. Clara & Remedios	1,152	7,887
Santiago de Cuba	—	4,633
Total	2,288	21,175

JOBBERS ARE NOT RETAILERS.

The President of the cigar and Tobacco Merchants' Association, of San Francisco, Cal., has called the attention of the members to the practice of Coast jobbers selling consumers cigars by the box at a very slight advance over the wholesale price to the retailer.

J. F. ROCHA & CO. S. en C.

Manufacturers of the Celebrated Brands

"Crepusculo," "Nené" and "Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz — **B. DIAZ & CO.** — R. Rodriguez

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. **Calzada de la Reina 22, Habana, Cuba**

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COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

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GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

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Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.

Leaf Tobacco Warehouse,

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Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.

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142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of **LEAF TOBACCO**

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Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

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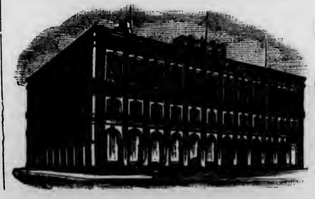

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BANCES & LOPEZ

HAVANA, CUBA.

Calixto Lopez & Co.

180 Water St., New York

Will receive and attend to orders. Cigars made strictly of the very best VUELTA ABAJO TOBACCO

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Established 1888.
Telephone, 4027 John.
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HAVANA TOBACCO
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NEW YORK.
Almacenes de San José, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HERR."
Joseph Hirsch & Son
2 & 4 VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, February 28, 1905.

The Executive Committee of the Independent Tobacco Manufacturers' Association held a meeting at the Hotel Victoria, in this city, last week, at the call of President John Landstreet, and discussed a number of important matters. The meeting adjourned on Thursday.

The members of the Board of Directors are: S. S. Block, of Wheeling, W. Va.; C. Drucklieb, New York; A. Miller, of L. Miller & Sons, Brooklyn; R. F. Whalen, Rochester, N. Y., and J. D. Spencer, Danville, Va.

The meeting was executive but there was said to have been much discussion over the point which is very vital to the association, as to just how the association may be certainly assured of the non-connection with the combine of its members.

This question was on the carpet during the meeting, in Philadelphia, which resulted in the amalgamation of the Independent Manufacturers' League with the present association, and as a result, affidavits were recently sent to all members, which must be signed and sworn to by the directors and officers of the various companies, the affidavits being to the effect that to the best knowledge and belief of the affiant, "neither the American Tobacco Company nor any of its allied companies, commonly known as the Tobacco Trust, no officer of the trust, or any bank or banker or person for the trust, or any offier of the trust, or any person connected with the trust, holds or controls any of its stock, or has any interest in its business whatever."

Each director and officer is also required to give the name and address of every other officer and director in the concern, and each company be requested to sign an agreement that a fine of $100 a day will be paid to the Association for every day that the firm or company is connected with the American Tobacco Co. withot the knowledge of the association.

Much of the discussion was caused by the fact that certain members considered that this and the other information required makes it necessary that too many business secrets be revealed and objections were made on that score.

• • •

The executive committee also discussed President Landstreet's anti coupon bill to prevent the redemption of coupons in connection with premium-giving schemes and unanimously endorsed it. The bill, which has been referred to a number of times before and which is probably fairly familiar to certain branches of the trade, is entitled "A bill to levy a tax upon the issuance of coupons, prizes, tickets and other devices, and the redemption, payment, purchase, or exchange of coupons, prize tickets, tags, bands or other articles, things, or parts of articles or things that shall have been attached to, packed in or with, or formed a part of, or encircling, any manufatured tobacco, cigar or cigars, little cigar or little cigars, cigarette or cigarettes or snuff, or any stamped package or receptacle thereof," and is as follows:

"Be it enacted, etc., That there shall be levied, collected and paid, by adhesive stamps, a tax of two cents for and upon every coupon, prize ticket, or other device attached to, packed in or with, or forming a part of, or encircling, any manfactured tobacco, cigar or cigars, little cigar or little cigars, cigarette or cigarettes or snuff, or any stamped package or receptacle thereof, if any such coupon, prize ticket, or other device contains any direct or indirect promise or proposition to make redemption, payment or exchange is made or is to be made by a manufacturer of such tobacco, cigars, cigarettes or snuff, or any other person, firm or corporation.

"Sec. 2 That on or after the first day of April, nineteen hundred and five, there shall be levied, collected and paid, by adhesive stamps, a tax of two cents for and upon redemption, payment, purchase or exchange of any coupon, prize ticket, tag, band, or any other article, thing, or part of article or thing, which before being offered for such redemption or purchase shall have been attached to, packed in, or with, or formed a part of, or encircled, any manufactured tobacco, cigar or cigars, little cigar or little cigars, cigarette or cigarettes or snuff, or any stamped package or receptacle thereof.

"Sec. 3. Coupons, prize tickets, and other things mentioned in the first section of this act, stamped in accordance with the provisions thereof, notwithstanding anything contained in the second section hereof, upon being offered for redemption or sale, shall not be required to pay said tax, but all coupons, prize tickets, and other things mentioned in said first and second sections hereof, not stamped when issued by the manufacturer, or other person, firm or corporation issuing the same, shall, if presented for redemption on and after said first day of April, nineteen hundred and five, be stamped as provided in said section hereof by the person, firm or corporation presenting the same for redemption or exchange.

• • •

There has been considerable talk here during the week regarding the rumor that Henry W. Taft, a New York attorney, and a brother of the Secretary of War, had been employed by the government to look into the affairs of the American Tobacco Co., but there is very little that will go toward making a definite confirmation.

It was said that Mr. Taft has been in conference with a number of independents, and it was also reported that he would confer with the Executive Committee of the Independent Manufacturers' Association. This he did not do, however, according to President Landstreet, who said that he (Mr. Landstreet) knew nothing at all about the matter. If Mr. Taft is doing anything, he is certainly not working in the open.

• • •

(Continued on page 23)

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
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AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

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New York Office: 196 WATER STREET
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C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
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Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ELIOT SMITH
NEW YORK.

CHARLES BOLLSTATTER,
Manufacturer of
∴∴Fine Cigars∴∴
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

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F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
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Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Deckes. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

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Sole Purveyors, by Request, to the Royal House of Spain.
Finest Havana

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

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NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

Established 1881 —THE— Incorporated 1902

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PHILADELPHIA, MARCH 1, 1905.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

THE CIGARETTE IS GETTING NEWSY.

If business keeps up, this paper will have to institute a special department for exploitation of the weekly news of the cigarette. Whether there is a psychological connection with the religious revival which is said to be sweeping the country, of whether it is mere and customary contagion, is not clear, but the cigarette haters are certainly beating all records.

As everybody has been told by the newspapers, the anti-cigarette people have succeeded in having a law passed in Indiana which practically legislates the "coffin-nail" out of existence, and if the law ever gets into actual operation, it will be extremely interesting to watch its effect. One could always get a drink of whiskey in Maine, and it is safe to predict that it will always be possible to obtain and smoke a cigarette in Indiana, or any other State in the Union.

Assemblyman Sullivan, of New York State, is promulgating a bill which is similar in purpose to the Western one, and there are reports of a number of other bills more or less prohibitory, in process of formation or promulgation in a number of other States.

Hardly a day passes without bringing some crusade news of interest, and it is a matter for entertaining speculation as to how long the agitation will last this time. The cigarette has been around a considerable while, and there has always been a pretty equal division of authorities as to its effect on the human system.

We read of crazed acts committed by supposed cigarette "fiends," but we also read of many more such acts on the part of liquor-demented creatures, and we also read of a considerable proportion of abnormal actions which cannot apparently be traced to any particular agent.

It is a reasonable assumption that a "fiend" is born and not made, and that the agent which he may select to exercise his proclivities is simply the one that he may have hit upon and which would be a perfectly innocuous agent in the hands of a normal person.

With the numerous eminent and authoritative medical opinions in favor of the cigarette, or rather in favor of the theory that it can be smoked harmlessly, than which there is no more important one than the London Lancet, it is difficult to see how such a law as the one before the public in Indiana can be constitutional.

It is not going very far out of the way to say that more harm is done a boy by the mental process through which he has to pass before he dares to smoke a cigarette in the face of his parents' and his Sunday school teacher's forbid, than by the cigarette itself.

Some men who have a billiard table at home, would not play a game in a public place if they had to go through a barroom to get to it. It is the association that is made more dangerous than the thing itself.

In Spain, Cuba, Mexico, Turkey and other countries where everyone smokes cigarettes, there are no hysterics, there are no nerve-crazed "fiends," and the boy's desire to smoke is not given a keen edge by the knowledge that in the commission of the act he will become a "regular devil."

THE tobacco trade is receiving blows from all sides, and the opinion seems to be held by non voters generally, that it is a nasty, wicked trade. Just at present, the city council of Mexico, Mo., which town is reported on good authority to be on some maps, is up against a hard proposition. A number of club women have protested against the painted signs advertising the merits of a certain well known brand of smoking tobacco, and a similar movement is being made in Chillicothe. The Mexico women claim that the ads. are degrading and a menace to public morals and decency.

IN AN ISSUE of the Philadelphia North American of last week, the following appeared, printed as a dispatch from York, dated February 22:

> Capitalists of Yoe, this county, have organized a company to build and operate a large cigar factory. The company, which will be known as the Merchants Cigar Company, is capitalized at $10,000. It has purchased thirty four acres of ground for a factory site.

It is unfortunate that no more details are given. If the factory is to be the ordinary size it would be interesting to know whether spy-glasses will be fastened to the gates so that the visitor will be able to determine the direction in which to walk in order to reach the building. If, on the contrary, it is to occupy the usual proportion of the land constituting its site, it should be stated whether trolley cars will be run from one department to another.

Thirty-four acres of ground!

The cigar is getting to be a fairly important commodity, but as a building operation, such a factory as this would make Solomon's temple look like a hut. And all for $10,000.

STATISTICS show that the number of domestic cigars smoked in one year is 7,000,000,000, and in comparison, the number imported is relatively insignificant. Now of this number of the domestic cigars it is said that Key West produces 200,000,000. In other words, one twenty-eighth of the cigars smoked in the United States are Key West, or Florida-made cigars. Pennsylvania manufactures 2,000,000,000, New York, 1,500,000,000, Ohio 750,000,000, Virginia 500,000,000.

INTERNAL REVENUE RETURNS FOR JANUARY.

The Internal Revenue returns from the United States for the month of January show an increase during that month in all commodities except little cigars, as compared with January of the previous year. The figures from the official reports are as follows:

	Jan. 1904	Jan. 1905		
Cigars,	$1,404,827.14	$1,535,733.25	Increase,	$130,906.11
Little Cigars,	33,972.89	31,372.38	Decrease,	2,600.51
Cigarettes,	254,582.50	261,862.48	Increase,	7,279.98
Snuff,	95,829.90	101,586.95	Increase,	5,757.05
Tobacco,	1,192,704.10	1,573,739.56	Increase,	81,035.46
Totals,	$2,981,916.53	$3,504,294.62	Increase,	$522,378.09

In figures, the output comparatively was as follows:

		Jan. 1904	Jan. 1905		
Cigars,	No.	468,275,715	517,075,061	Increase,	48,799,346
Little Cigars,	No.	62,912,760	58,097,000	Decrease,	4,815,760
Cigarettes,	No.	253,899,800	265,292,096	Increase,	12,393,296
Snuff,	Lbs.	1,693,116	1,597,165	Increase,	95,951
Tobacco,	Lbs.	19,878,400	26,228,993	Increase,	6,350,593

In comparison with the month of December, 1904, the figures are as follows:

		Dec. 1904	Jan. 1904		
Cigars,	No.	560,287,800	468,275,715	Decrease,	92,012,085
Little Cigars,	No.	51,856,112	62,912,760	Increase,	11,056,648
Cigarettes,	No.	250,266,178	253,899,800	Increase,	3,633,622
Snuff,	Lbs.	1,662,919	1,693,116	Increase,	30,197
Tobacco,	Lbs.	26,407,293	19,878,400	Decrease,	6,528,893

Philadelphia Tobacco Trade.

Here and There With the Retailers

The spell of good weather arrived most opportunely for the retailers, inasmuch as some of them were beginning almost to consider closing their doors. The week's business was quite a little better, owing to the let-up of the unpleasant weather, and the dealers are now hoping that spring is near enough at hand to be able to count on good trade from now on. Not only the small stores, but the Chestnut street establishments were seriously affected by the apparently universal stagnation, and business had gotten so bad that the slump was reaching the manufacturers. Things were quite a little better this week, however, and it is fair to presume that they will stay so.

Moore & Son purchased the store on Fifth street, above Chestnut, which was recently operated by a man named Simpson. They are doing very well in their new stand, and handle all the principal brands for their customers.

Joseph E. Tuck, former president of the Retail Cigar and Tobacco Dealers' Association, who is spending the winter in Los Angeles, Cal., has recovered from a rather severe affection of the eyes, which rendered him nearly blind. Mr. Tuck is nearly himself again, and able to enjoy the salubrious advantages of the city in which he is spending the season.

The Cigar and Tobacco Dealers' Association of Philadelphia is in a way to become a much more popular and important organization than is now the case by virtue of a movement which is in preparation to make the organization a beneficial one.

The regular monthly meeting of the organization was held on last Thursday evening at the headquarters, Thirteenth and Arch streets, and there was quite a satisfactory attendance. James I. Hassan, the new president was in the chair. Jas. A. Halfpenny, the secretary, is still ill and a committee was appointed to look after Mr. Halfpenny during his sickness,

The Waldorf-Astoria
1720
Segar Company

PERFECT
La Magnita Segar
HAVANA

Made by our New York Factory in all shapes and sizes.

THE CLUB HOUSE SHAPE AT
$90.00 a Thousand. $11.00 a Hundred.
Two for 25 cents at Retail.

Main Office and Humidors
Waldorf-Astoria Hotel
HANOVER BANK ARCADE, NASSAU & PINE STREETS
68 WILLIAM ST. COR. CEDAR ST. 487 BROADWAY COR. BROOME ST.
8 CORTLANDT ST. NEAR BROADWAY 643 BROADWAY COR. BLEECKER ST.
273 BROADWAY COR. CHAMBERS ST. 1 WEST 42ND ST. NEAR 5TH AVE.

A Quick Seller—

Quo Vadis 5¢ Cigar

We sell lots of them, and so will you, if you'll only give them a trial.

There is no better nickel cigar made than our "Quo Vadis"—every one is a fragrant, pure and satisfying smoke.

It's the kind of cigars your customers will call for again, and even the most fastidious men enjoy their fine aroma.

Besides the big, fat **Diplomaticos,** which we told you about already, we also make a more slender shape, a real handsome **Concha Especial.** Both are of the same good quality and of the same reliable workmanship—strictly hand made.

We'll be pleased to send you a sample box of one or both sizes, and to tell you about our **Special Introductory Offer.**

You may return the samples at our expense if not satisfactory, or we allow you their cost from your first order for a thousand "Quo Vadis"—thus you'll not risk anything either way. Write us today—we want your trade.

Alfred Eyer & Co., Cigar Mfrs., Allentown, Pa.

BLACK THREADS

Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3⅓ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.

MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.

DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

UNITED CIGAR Manufacturers
BRANCHES: *Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.*
1014-1020 Second Ave., NEW YORK.

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PITTSBURG STOGIE?
"Jolly Fellows"
Hand Made IS THE NAME. Long Filler
MADE BY **Samuel Smith & Son,**
112-14-16 East Jefferson Street,
Special Prices to Jobbers
Mention Tobacco World
Allegheny, Pa.

G. H. SACHS
Manufacturer of
Best Grade Seed and Havana Hand-Made CIGARS
245 NORTH CONCORD ST.,
Lancaster, Pa.

For Gentlemen of Good Taste
SAN FELICE
5c. A HIGH GRADE CIGAR FOR 5c.
Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States
SEND FOR CATALOGUE AND PRICES
THE DEISEL-WEMMER CO., Makers
LIMA, OHIO

send him flowers, and generally minister to him.

The movement in question arose from the discussion as to the greatly increased benefit which would accrue to the association from such a change in its policy.

A general committee consisting of every member who was present at the meeting was appointed to prepare definite plans. This committee will report at the next meeting.

It is proposed to make each member who pays his initiation fees and dues eligible for sick and death benefits as is the case with all secret societies. This will, of course, affect all the present members of the association as well as the new ones and it goes without saying that a large number of responsible dealers will be attracted by such a clause in the by laws.

It is believed that such a thing as this is precisely the thing needed to infuse life into the association and the membership list will be rapidly added to as soon as the new law goes into effect.

M. J. Dalton, who has two stores on Chestnut street, is having his Fifth street store fixed up. The decorators finished with the interior a few days ago, and now the painters are at work on the outside.

George T. O'Keefe has a new smoke in stock which seems to be making a hit. It is one of the numerous cigarros. The brand is named the Glorifier, and is manufactured by J. Whitelaw & Co., of New York. The cigarros sell ten for 15 cents, and are put up in an attractive box.

After a two weeks' absence, E. E. Shaw has again entered the employ of the Pennsylvania Cigar Stores Co.

With Manufacturers and Jobbers.

Julius Hirschberg, of the El Provedo Cigar Co., was in town for a short time during the week from Tallahassee. Mr. Hirschberg thinks that things look good for the spring. C. C. Rosenberg, of the same firm, is back from his Cuban trip.

F. V. Eshleman, of Sixteenth and Arch streets, reports a gratifying increase of business since F. A. Fowler has taken charge of the store. Mr. Fowler is popular and a hustler.

MORE CRUSADERS.

Covington, Ky., Feb. 27.

A crusade against the sale of cigarettes to minors has been inaugurated and the Grand Jury has so far indicted more than twenty five dealers. The matter is receiving the special attention of the Commonwealth attorney and the Superintendent of the public schools. Signed statements from more than 100 school children, who admitted that they had bought cigarettes from various dealers, have been collected.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

CIGAR FACTORY
Building Complete,
FOR RENT
in good section of
First District of Pennsylvania

Capacity of **25 Experienced Cigarmakers,** and **35 hands available,** including foreman. For further particulars Address,

FACTORY,
Care of **Box 112,**
The Tobacco World, Phila.
1-25ca

WANTED—A cigar salesman with established wholesale trade. Address Box 103, care Tobacco World. c

SITUATION WANTED by an experienced cigar salesman. Good references, etc. Address Salesman, Box 104, care Tobacco World c

WANTED—Cigar vending machine, "Silent Salesman," 5c slot; must be in good condition and cheap for cash.
2-22-h A. B. CLIME, Terre Hill, Pa.

BROKER WANTED FOR EAST AND South; fine line of cigars from fourteen up; must have good reference. Address Box 105, care of The Tobacco World Philadelphia. 3-1h

YOUNG MAN WANTED IN LEAF Tobacco House. Experienced and with some trade preferable. Address DEALER, Box 109, care of The Tobacco World, Philadelphia.

FOR SALE, VERY CHEAP. To close the estate of the late C. G. Bird, of Rich Hill, Pa., on line of trolley between Perkasie and Quakertown:—One eleven room house, attic and basement, also summer kitchen and necessary outbuildings, including large lot with never failing water which has but few equals, for the sum of $700; buildings in good repair, really worth double this amount—an excellent location for a cigar factory—thirty cigarmakers within reach; Forty-five acres more land, if wanted. Also another seven room house and barn, if wanted. Will sell the entire property for $2,000; 1,000 cash, balance easy payments. Don't fail to investigate, for I can give you a bargain. Apply at once, as I will be here but a few days and mother is 77 years old. Address C. G. BIRD, Jr., Rich Hill, Pa. c

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.
We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.
Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars.

JOSEPH C. KOLB,
Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

ARE YOU LOOKING

for a good old Havana that is a good mixer, fine smell and clean? If so you better buy now as such goods *are scarce.*

IF SO, WRITE US

as we can sell you any quantity, *but not more than 5 bales to one person.* In 5 lb. lots $1.00 per pound. Bales---still cheaper.

The ONLY WAY to Satisfy YOURSELF

is to order 5 lbs. and you will be convinced. We can only offer---We can't make you buy.

INVEST AND GAIN

L. G. HAEUSSERMANN & SONS

Wholesalers, Retailers,
Importers & Packers of

Cigar Leaf Tobacco

240 ARCH STREET, PHILADELPHIA, PA.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

THE POPULAR "LA MAGNITA."

This cut is a reproduction of the label of La Magnita, the Waldorf Astoria Segar Co.'s popular brand, or rather one of its popular brands, and while the reproduction gives an idea of the beauty of the picture, it conveys nothing of the artistic color work brought out in the lithograph.

La Magnita is made in thirty-one shapes, so that every smoker can get what he wants, and the quality of the smoke has endeared it to a very large number of consumers on this and other markets where it has been offered.

The cigar sells to the trade, according to shape, at from $33 to $150, retailing at from five to 25 cents. Again every class of smoker can be fitted out to his satisfaction, and so far there have been no kicks.

There was a great run on the brand during the holidays, and the company has had constant batches of orders ever since. As there grows a demand for new sizes, they are turned out and it is the company's intention to make the cigar the most popular smoke on the market. The greatest attention is given in the factory to see that the quality is not only kept up but improved, as the company has demonstrated that uniform high quality is the best seller in the world.

TOBACCO & CIGAR IMPORTS

Port of New York, Week ending Feb. 27

SUMATRA TOBACCO.

Str. Ryndam, arrived Feb. 21.

H. Duys & Co	73 bales
E. Spingarn & Co	35 "
G. Falk & Bro	22 "

HAVANA TOBACCO.

Str. Mexico, arrived Feb. 21:

Louis Sylvester & Son	1,169 bales
E. Pascual & Co	305 "
Rothschild & Bro	190 "
Keiser & Boasberg	188 "
Friend & Co	168 "
Jas. E. Ward & Co	147 "
A. Pazos & Co	131 "
F. Alvarez	102 "
I. Bijur & Son	84 "
American Cigar Co	70 "
G. Salomon & Bro	53 "
S. Rossin & Sons	49 "
E. Ellinger	43 "
J. Bernheim & Son	41 "
R. W. Blake	39 "
Herz Bros	36 "
A. Cohn & Co	34 "
Hinsdale Smith & Co	27 "
Victor Lopez & Co	24 "
A. Murphy & Co	20 "
S. L. Goldberg & Son	15 "
J. Gonzalez & Co	9 "
Havemeyer & Vigelius	5 "
S. Ruppin	5 "
Louis Ash & Co	5 "
C. Rodriguez	4 bales
L. Friedman & Co	2 "
Jos. Hirsch & Son	2 "
M D. T. Co	44 bbls.
E. Regensburg & Sons	30 "
Hamburger Bros & Co	15 "
J. Bernheim & Son	11 "
Jas. E. Ward & Co	6 "
Rothschild & Bro	3 "

Str. Monterey, arrived Feb. 26:

J. Bernheim & Son	428 bales
Jas. E. Ward & Co.	153 "
S. Rossin & Sons	91 "
A. Murphy & Co	37 "
C. Garcia & Co	30 "
Hamburger Bros & Co	15 "
Kohlberg Bros & Ruthenberg	12 "
M Flaherty	10 "
Louis Sylvester & Son	9 "
J. C Calmet	5 "
Jas. E. Ward & Co	45 bbls.

Str. Yucatan, arrived Feb. 26:

I. Kaffenburgh & Sons	183 bales
J. H. Movins & Sons	5 bbls.

HAVANA CIGARS—Str. Mexico

Havana Tobacco Co	177 cases
Wm. H. Stiner & Son	13 "
G. S. Nicholas	12 "
Park & Tilford	10 "
W. R. Grace & Co	9 "
Calixto Lopez & Co	4 "
Chas. H. Wyman & Co	2 "
G. W. Sheldon & Co	2 "
Duncan & Moorhead	2 "

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Established 1891. Factory No. 3765.

JOHN ZUDRELL

Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.

Goods Sold Direct to JOBBERS and DEALERS.

Michael Hose A. F. Brillhart

Dallas Cigar Co.

Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R

E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

WALTER S. BARE,

Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,

Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.

PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,

Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.

PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,

Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
and much Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,

Packer, Dealer,
and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Leaf Tobaccos

Main Office:
Lancaster, Pa.
Warehouses: Lancaster and Red Lion, Pa.
We make **Scrap** Filler **Ready for Use.**

THE JOHNS-BRASH CIGAR CO.

Manufacturers of the Celebrated

"UNCLE DAN"

Absolutely

Hand-Made

LONDRES AND PERFECTO SHAPES

Main Office:
Lancaster, Pa.

EDW. M. BRASH,
Sec'y & Treas.

HENRY H. SHEIP MFG. CO.

Cigar Boxes
Cigar Box Lumber

Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

GEO. A. BUDDY,

Littlestown, Pa.
Manufacturer of

Strictly High-Grade Cigars
OUR LINE:
Lord Bute, The Buddy, Union Riders, Sweet Tips,
Cuban Emulator, General Post, Pretty Nell.

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for
Choice Escojidas of
Remedios, Santa Clara
and **Manicaragua,**
Vuelta Abajo and Partido Factory Vegas
of Various Sized Lots

LOEB-NUNEZ HAVANA CO.

Packers of

Havana Tobacco

CONSULADO 142 and 144,
Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

THE TASTE TELLS **QUATILITY** 5¢ CIGAR Yes! it is Different

THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.; THE UNITED NEWS CO. PHILA. Genl. Distribs.

Tobacco News of New York.

(Concluded from page 12)

Louis P. Sutter, of Louis P. Sutter & Bros., sailed last Saturday on the Campania, to be in attendance at the inscriptions at Amsterdam.

George W. Bremer, Jr., of Philadelphia, was looking through the market this week, and shaking hands with his host of friends.

The trade sympathizes with Joseph Hirsch, of Joseph Hirsch & Son, whose wife died a few days ago at their home, 140 West 118th street. The death was quite sudden.

H. Duys, of H. Duys & Co., leaves today for Amsterdam to attend the Sumatra inscriptions.

• • •

Cifuentes & Co., manufacturers of clear Havana cigars, have secured a lease of the building at 726 Fulton street, to which the firm will remove on May 1. The present address is 271 Pearl street.

This change is made necessary by the expanding business of the company which has literally crowded it out of its present quarters, and as the new building will give the occupants a space of nearly 50,000 square feet the plant will be a roomy one.

• • •

Among the visitors in town last week was Harry B. Allen, who is manager of the National Cigar Store, incoporated, of Chicago, who was in this city to acquire new lines of stock, and attend to other business necessary to a change of address which is soon to be effected by the Chicago concern.

• • •

Some little talk has been created by Assemblyman Sullivan's anti-cigarette bill which he has introduced in the assembly at Albany, but consumers are not commencing to stock up yet, and it is not considered precisely probable that the entire cigarette industry in this State will be put out of business.

The bill, which seems to be of a piece with the Indiana measure, wants to prohibit the sale and manufacture of cigarettes by the establishment of a penalty of not less that $50 or more than $1,000. The principal share of the interest excited, seems to be divided among a number of High School girls who are not particularly pleased with Mr. Sullivan's statement that the smoking of cigarettes is a popular habit among High School girls in general.

"Do you know that any number of our High School girls, as well as boys, smoke cigarettes, and do you know that many foolish women are beginning to believe that it is real smart to learn to smoke cigarettes?" asked the Assemblyman.

This seemed to be more in nature of a statement than a question as the speaker continued thus:

"I can back up what I say with facts. My bill ought to became a law if only for the sake of saving our girls and boys and some of the lightheaded women who think they are society matrons because their husbands get a salary of $2,000 or $3,000 a year. Women in society have taken to smoking cigarettes, and persons who are on the ragged edge of society think that they have as much right. All roads to ruin are open when they begin to smoke."

A goodly number of rosy cheeked school girls contented themselves by merely turning up their dainty noses, but others are remarking in more eloquent rhetorical form that Assemblyman Sullivan would do well to go back up.

Cigarettes are still being sold in New York city and it seems likely that they will continue to be sold for some time.

• • •

NEW YORK LEAF MARKET.

There has been little or no noticeable change in the leaf market of this city during the past week, there being more activity than usual during February, but not a little of the activity consists of seeking the desired goods, the stocks of which are being rapidly depleted. The 1903, which are about the only available Pennsylvania filler goods, are in strong demand, as is also Wisconsin, and prices are firmly maintained.

Several transactions of some importance were consummated last week in Florida Sumatra, the use of which seems to be growing steadily, and particularly through Pennsylvania.

Sumatra is moving in moderate quantities, and no particular increase in activity of this class of goods is now looked for until more detailed information of the new goods is obtainable. There was considerable of an exodus for Amsterdam this week to attend the first inscription.

The Havana market is also steady, with a moderately good demand for old goods. Stocks in the hands of manufacturers generally are believed to be running low, and that present purchases are for early use.

Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

1133 Ridge Avenue, Phila.

GEO. STEUERNAGLE,

THE CELEBRATED

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

2103 Penn Ave., Pittsburg, Pa.

J. B. Milleysack

Manufacturer of

Fine Havana Hand-Made CIGARS

615, 617 and 619 Lake St.

Lancaster, Pa.

Wedeles Brothers,

Florida Sumatra

182 E. Lake St. CHICAGO, ILL.

The PROGRESS
SHORT FILLER
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

Manufactured by

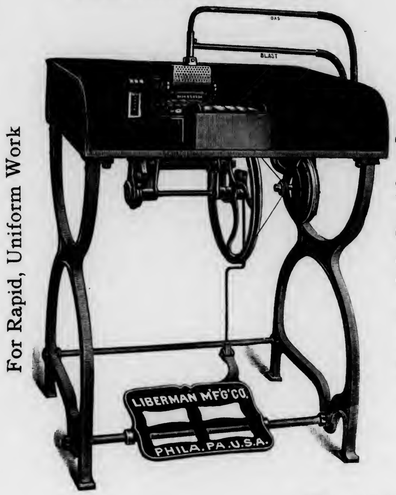
N. H. BORGFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE

For Rapid, Uniform Work



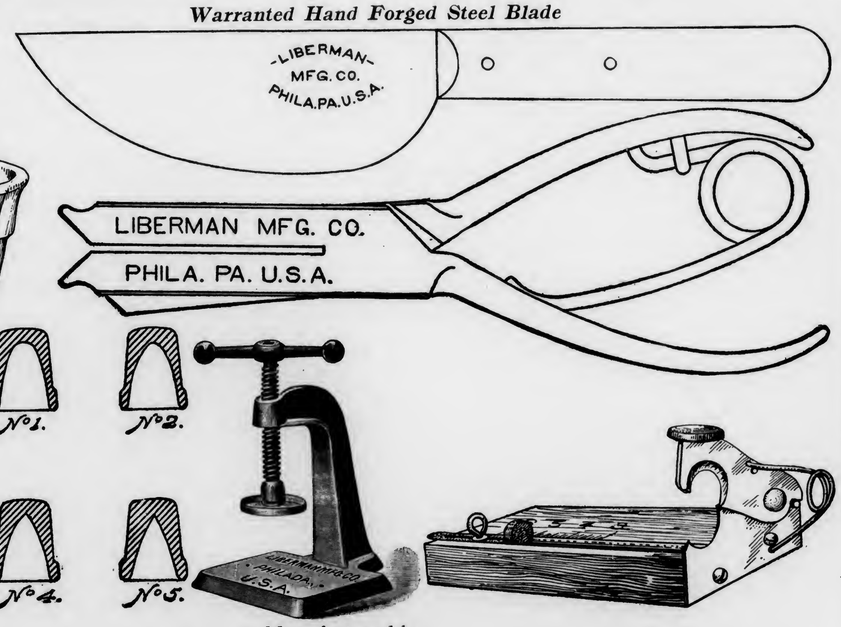
Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade



Manufactured by

Liberman Manufacturing Company
240--42 North Third Street, Philadelphia
New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

SCHUTTE & KOERTING CO.

PHILADELPHIA, U. S. A.

Twelfth and Thompson Streets.

SCHUTTE--KOERTING MOIST VENTILATOR,

used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time, without deterioration. The principal advantages are:

1. **Low cost and simplicity.**
2. **Cost of maintenance is nothing, being operated by city water pressure.**
3. **Needs no attention.**
4. **No drip occurs; humidity uniform.**

Correspondence Solicited.

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,

LANCASTER, PA.

Manufacturers of

High Grade

Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

THE TRUTH ABOUT THE BURLEY

Just Why the Association Was Forced to Come to Nothing.

Cincinnati, O., Feb. 27.

Simultaneously with the official announcement last Friday that the deal to corner the white burley tobacco market by the Burley Growers' Association had been declared off, and the farmers' tobacco released, it become known that J. Edward Addicks, of Delaware, known throughout the financial world as "Gas" Addicks, was the one man Archibald Stuart, representing the growers, could find in the East "with enough money," as one of the directors of the defunct association put it "and the nerve to buck Standard Oil by backing the corner." Stuart brought home from New York a written proposition from Addicks not only to put up the money for the fight but to take a hand in it himself. His offer was turned down, though, because the warehouse men here backing the corner would not agree to share in the risk by putting up an additional $250,000. Addicks' proposition was along these lines: He offered to put into the corner at once, providing he found Stuart's representations correct, $1,000,000, and after this was spent, to guarantee the raising of an additional $5,000,000. He gave his name as a guarantee that this money would be forthcoming at the proper time, intending to raise it on the warehouse receipts for the tobacco as it was bought from the farmers. He had made arrangements so that he could get the $5,000,000 without delay, he declared.

But he required that after the first $1,000,000 was spent, the company put up an additional $250,000. This money, considering the delays that already threatened the corner, would have to come from the warehouse men. They would have been making a big profit all the while on handling the tobacco, but they decided that the proposition was too risky and thus the deal fell through.

When Stuart went to Addicks, after one hope and another had failed, Addicks was not only affable, but anxious to put his money into the deal that would oppose Standard Oil. Addicks told him that he wanted to give the Standard Oil crowd a dose of the same medicine he had been forced to swallow, and after looking into the proposition enough to convince himself that it was a good investment he made the written proposition.

Before seeking Addicks Stuart had negotiated with the National City Bank, of New York, J. P. Morgan & Co., and several individual financiers, including J. B. Haggin and Senator Clark, of Montana. It is said that when those who were interested in Stuart's proposition, learned that the American Tobacco Co. consumed from 60 to 70 per cent of the tobacco they refused to go into the deal. It is said that Thos. F. Ryan, vice president of the American Co., discouraged J. P. Morgan & Co., when there was a likelihood that they would loan the association $8,000,000.

The formal declaration declaring the deal off and releasing the growers from their contracts was issued Friday:

Burley Tobacco Growers's Company, Lexington, Ky.

Branch Office: 227 West Pearl St., Cincinnati, O., Feb. 24, 1905.

To the Burley Tobacco Growers of Ohio, Indiana and Kentucky:

At a meeting the Board of Directors of the Burley Tobacco Growers' company this day, held at the office of the company, the following resolution was adopted:

"In view of the fact that this company has been unsuccessful in securing the necessary funds with which to pay for the 1904 crop of burley tobacco, and in view of the fact that on account of the lateness of the season, we deem it inadvisable to further delay the matter or make further efforts in that direction; therefore,

Be it resolved, By the Board of Directors of the Burley Tobacco Growers' company, that all contracts giving options on tobacco to this company be, and the same, together with all of said options, are released in full and surrendered to the respective signers.

"(A copy). Attest: E. E. BARTON, Secy.
"W. B. HAWKINS, Pres't.
"E. E. BARTON, Sec'y."

Andrew J. Burns, cigarmaker, of Quincy, Mass., has made a petition for bankruptcy with liabilities of $4,494.76 and practically no assets.

I. LEWIS & CO. I. LEWIS & CO. I. LEWIS & CO.

"A SCREAMER"

The above, fac-simile "GOLDEN EAGLE" package, represents the new style packing of our celebrated and long established brand, which we will present to our friends and the public in a few weeks.

It will be our special aim and effort to embody in the manufacture of the GOLDEN EAGLE CIGARS a SUPERIOR QUALITY, EXTRA LARGE SIZE and PERFECT WORKMANSHIP, thus insuring to all lovers of a short smoke, the finest little cigar ever offered.

Newark, N. J. *I. Lewis & Co.*

P. S. Would be pleased to book your orders for early delivery.

I. LEWIS & CO. I. LEWIS & CO. I. LEWIS & CO.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.

Manufacturer of
High-Grade
Seed and Havana
CIGARS
Correspondence Invited from Responsible Houses.

F. B. SCHINDLER

Manufacturer of
Fine Domestic
Cigars
Red Lion, Pa.
JOBBING TRADE
SOLICITED

W. H. RAAB & SONS.
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA

5¢ 5¢
MANUFACTURED BY A.B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
· · · VAMPIRE · · ·

NEWS OF CINCINNATI.

Things of Interest That Happened During the Week.

Cincinnati, O., Feb. 27.

Offerings at last Saturday's cigar leaf sales were the smallest of the year, the total being but 49 cases, all of which were sold at one warehouse. The quality was generally poor, especially in Wisconsin and seed leaf tobaccos. Old Zimmers ranged from 3@8c, and the new 8¾@10c. One case of Little Dutch sold at $3.30 per 100 pounds; 10 cases of Wisconsins from $1.90@3.00; 4 cases of seed leaf from $2.85@4.70, and 10 Connecticuts from $3 05@8.25.

The offerings of new white burley at the auction warehouses last week amounted to 555 hhds, against 573 for the corresponding week last year. Only 96 hhds of old were up, compared to 1,042 for the same week in 1904. The market was strong and active throughout, and on the whole prices scored a general advance of from 1@2c per pound. Warehouse men look for heavy receipts, now that the Burley Growers' Association has collapsed, as soon as navigation on the Ohio river, which is frozen tight, is resumed.

William Eddy, general manager of the leaf department of the Continental Co., was here last week superintending the work of the company's buyers on the burley breaks. The Continental absorbed the greater portion of offerings at the three sales.

The Buckeye warehouse, at 7 East Water street, held its first public sale last Tuesday with 28 hhds of 1904 tobacco. The trade gave the new company a glorious send off. They expect to hold daily sales on regular days, starting within ten days.

Clement McIntyre, who formerly made this city his headquarters, but is now located at Louisville, was here last week. At the burley sales he was a liberal purchaser, representing a number of big independent Eastern manufacturers.

E. O. Eshelby, head of the E. O. Eshelby Co., is in New York on business.

Nicholas Manderer, the well known manufacturer, has gone to Havana. He will combine business with pleasure while there.

A new swindle was attempted last Saturday on the clerk at J. S. Hill's store, Fifth and Vine streets. A well dressed young man entered, and after purchasing a cigar asked and was granted the privilege of using the telephone. Later, a party called up, representing himself as one of the store's customers, and asked that the fellow who had previously used the phone be given $5, which would be returned as soon as the second party could get to the store. The scheme looked raw to the clerk, and he advised the fellow still in the store to decamp, or he would call a policeman.

The Voige & Winter Co. gave a banquet to their traveling salesmen at the Business Men's Club last Saturday evening. President George A. Winter and John H. Dickerson, secretary and treasurer of the company, delivered short speeches.

Slot machines have been ordered removed from all candy stores in this city. It is said that like orders will be issued to cigarists and saloonists as soon as the mayor, who is in California, returns.

BUHRMAN.

THE MAYSVILLE FAIR.

It Was a Success, and Brought Out the Finest Tobacco.

Maysville, Ky., Feb. 22.

The sixth annual tobacco fair was held today, with the largest crowd in its history in attendance. The day's exercises consisted of the invocation by Burris A. Jenkins, President of the Kentucky University; address of welcome by N. C. Curran, secretary of the Board of Trade; response by H. N. Hennessey, of Augusta, and an address on tobacco by Judge Mat Walton, of Lexington. The samples of tobacco were pronounced by the judges the finest they ever saw. Louisville tobacco men were here in full force. The Cincinnati tobacco and business men arrived at noon. Many Ohio growers were unable to attend on account of the condition of the river. Cincinnati and Louisville tobacco men acted as judges and awarded the following premiums:

Cigarette—First, Galbreth Bros., Maylick, Ky.; second, Teager Bros., South Ripley; third, William Brooks, Mason county, Ky.; fourth, Patsy Devire, Minerva, Ky.

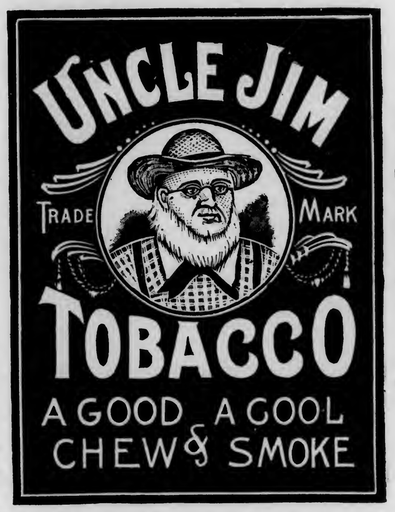
Lugs—First, Clay & Edwards, Clark county, Ky.; second, William Kreble, Mason county, Ky.; third, Jesse Thomas, Dawes, Ky.; fourth, King & Calvin, Bracken county, Ky.

Bright Leaf—First, J. A. Lewis, Mason county, Ky.; second, William Brooks, Mason county, Ky.; third, Mike Brannon, Mason county, Ky.; fourth, Joseph Easybuck, Mason county, Ky.

Red Leaf—First, William Drianage, Bracken county, Ky.; second, Frank List, Bracken county, Ky.; third, P. H. Kimbrough, Bourbon county, Ky.; fourth, V. L. Jordan, Bracken county, Ky.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

OUR TWO BIG SELLERS
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.
Sells on Its Merits.

None Genuine Without Signature.
Union-Made.
All Tobacco---No Dirt; No Stems.


Independent Factory.
THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

GEORGE W. PARR
Littlestown, Pa.
MANUFACTURER OF
High-Grade Cigars
Goods sold to Jobbers only.
Correspondence Solicited.
A Medal was Awarded at the World's Fair, in St. Louis, in 1904, on our
FERNSIDE 5-CENT CIGAR

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

"He knows a good thing when he sees it."
10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

IMPORTANT TO CIGAR DEALERS

The American Tobacco Co. is making a special drop shipment of CREMO cigars (Perfecto style), for account of their customers, in an attractive HUMIDOR containing 3,000 CREMO Perfectos 1/20's.

This very useful package for keeping cigars in perfect order for any length of time is sure to be appreciated by dealers who realize the importance of not only buying good cigars, but keeping them good until they reach the consumer.

You can secure this HUMIDOR containing 3,000 CREMO cigars of your jobber for $105.00, less 10% trade and 2% cash discount.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

WEATHER GIVES TRADE A CHANCE.

Boston Jobbers and Retailers Find Things Much Better.

Boston, Feb. 26.

Trade is improving here daily, and the improvement is, of course, greatly welcomed. The weather has been very favorable during the past week, which is the main cause of the better condition.

Business with the retailers was very good on Washington's Birthday; most of the business houses were closed, which gave the employes a chance to go out and spend their money.

The American Tobacco Co. is operating ten or twelve stores here, and it is said that the best paying store they have in Boston is the one located in the Boston Journal building, Washington street, on what is called Newspaper Row.

Boston boys and girls who smoke cigarettes will be asked next week to sign the anti cigarette pledge. The New England Anti-Cigarette League, with a girls' auxiliary, will be formed Tuesday night in Dorchester. Miss Lucy Page Gaston, of Chicago, representing the National Anti-Cigarette League, is now in Boston to start the work. She recently had an audience with Governor Douglass, and will try to secure the passage of an anti-cigarette bill. Miss Gaston says that her league has a women's auxiliary, as girls and women in every large city in the country, she declares, are fast becoming cigarette smokers.

Rockwood & Reidt, manufacturers of the Sam Kay 10c and Rox V. 5c cigars, report a very satisfactory business. The Sam Kay can be found in almost every prominent cigar store here.

Lee Hammond, of Boyleston street, has a window display this week of Kara clear Havanas, five for 10c, made by Landsfield Bros. Co., of New York.

L. Bieringer, the Dock Square tobacconist, has added to his establishment some of the finest cigar show cases ever seen in Boston.

J. W. Higgins, tobacconist, 214 Hanover street, has been confined to his house by illness for the past three weeks.

H. Kurkjan, of Kurkjan Bros., makers of the Fair Harvard Turkish cigarettes, contemplates spending a few weeks in New York during the month of March.

Thieves attempted to break into the store of D. Bendiston last Friday night, but were scared off, the only damage done being a window broken.

A. Belanger, a small tobacco jobber of North Cambridge, made an assignment last week for the benefit of his creditors.

The R. A. Patterson Co. has been giving away during the past week thousands of handsome calendars advertising their Patterson's Seal cut plug.

John McGreenery, of McGreenery & Manning, is spending his five weeks' vacation at Hot Springs, Va.

Invitations to the marriage of Joseph Gordon, of Gordon Bros., 999 Washington street, to Miss Annie Ostrowsky, to take place March 12, at Minot Hall, have been sent out.

The American Tobacco Co. is placing with the trade their new brand of cigarros called Flexo Giants, that retail at ten for 15c, a much larger cigar than the Telonette. The jobbing price of the Flexo is $12, less 10 and 2 per thousand.

Smith's cigar store, on Bedford street, has changed hands. W. Epstein is the new proprietor.

H. M. Rose, retailer and jobber, of Irvington street, is about to enter the field of matrimony. The lady is at present a bookkeeper for one of our most popular jobbers.

Kozy cut plug, 2½-ounce foil, is becoming very popular here and is being featured in many of the retailers' windows.

W. B. Markle, the Chelsea pharmacist, has already established a good sale for the popular William the Fourth clear Havana cigars, of which Rosenthal Bros. here are the distributors.

The Goodwin Sisters have put in two new brands—Goodwin Sisters' Little Perfectos and Goodwin Sisters' Invincibles—manufactured expressly for them by L. Miller & Sons, New York, who make the well known Leroy short smoker.

The Commonwealth Cigar Co., who operate a very fine cigar store on Scollay Square, has placed a sign in the show window stating that they have no connection whatever with the trust stores. As many people had been under this impression this was the wisest thing they could do.

BEN ALI.

NEWS IN THE LANCASTER MARKET.

What Has Happened in the Trade During the Week.

Lancaster, Pa., Feb. 27.

The local leaf market has been again rather quiet except with the packers who are now at their busiest. In old goods there was but a moderate business, not that there was no demand, but owing largely to the growing scarcity of goods, and particularly of the cheaper grades.

Indications point to a fair volume of business with cigar manufacturers, although one hears some complaints in some sections of the county, while in other sections there seems to be a steady improvement.

With John Slater & Co., Lancaster's principal but not only stogie factory, business during the month was more than usually good for February, which is generally somewhat dull. Some heavy shipments were made. Mr. John Slater is expected on from Washington, Pa., some time soon to spend a week or more at the factory headquarters.

Jos. Gottselig, Jr., of H. Gottselig & Bro., was last week on a business trip through the State and captured some very satisfactory orders. This firm con-

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 Marietta, Pa. Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses--- West Milton, O.
Branch--- Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

template some important changes very soon, which will be duly announced in these columns, but at present details are not yet perfected.

J. B. Milleysack has been for some months past enjoying a good steady trade on several of the more popular brands of his manufacture.

A tobacco shed on the farm of J. Hay Brown, located near Buck, this county, was destroyed by fire last week with its contents of the 1904 crop, entailing a loss of about $3,000.

A. D. Killheffer, proprietor of the Eureka Cigar Factory, returned to factory headquarters several days ago, after a several weeks business trip, during which time he exploited much new territory and brought in a good lot of orders for his products.

Among recent visitors to this city were Benj. and Jos. Perlman, of Perlman Bros. & Co., Baltimore; Chas. Cohen, representing B. Labe & Sons, Philadelphia; Fred. Bauer, with L. E. Neuman & Co., lithographers, New York, and Chas. Michener with Bremer Bros., Philadelphia.

The members of Cigar Makers' Union, 288, of Lincoln, Pa., have been suspended and the officers of the union expelled for allowing the blue label to be fraudulently used by a manufacturer.

The Globe Cigar Co., of Ephrata, has secured a much larger factory building, which was needed to meet the rapidly growing demand for its product.

YORK NEWS OF INTEREST.

What is Doing in the Trade in this County.

York, Pa., Feb. 2.

Considerable tobacco is still being shipped from here to Lancaster warehouses, and leaf dealers all report a quiet but steady trade, as the cigar manufacturers seem to be meeting with some improvement in business.

There is considerable talk of a new cigar factory being erected at Yoe, in which several prominent local manufacturers are said to be already interested. Included in this list is George A. Kohler, Isaac Kohler, A. W. Kohler, Samuel and T. A. Carman. A company is to be formed with a capital of $10,000, and it is intended to erect a large new factory just outside the Yoe borough limits. The company is to be known as the Merchants' Cigar Co., and thirty-four acres of ground is said to have been secured, on which, in addition to a factory building, a number of dwelling houses are also to be erected for the benefit of employes, and building lots are also to be sold off of the plot.

A. F. Fix, a cigar manufacturer of Dallastown, has recently invented an automatic cigar machine which his friends believe will revolutionize the industry, as it is said to turn out sixty cigars a minute when run at full speed. The machine is operated with electric power. Little detail of the machine has so far been made public, and will not be until it shall have been even more thoroughly tested.

The Porto Rico Cigar Co., of Red Lion, has been dissolved by mutual consent of the former partners, which was composed of T. B. Brooks, S. S. Sechrist and D. A. Horn. S. S. Sechrist and his son James B. will continue the business, Messrs. Brooks and Horn retiring from the firm.

Peter McGuigan, of Red Lion, is erecting an addition to his cigar factory.

The Glatfelter-Snyder Tobacco Co., of Yoe, is now crowded with orders for new brands of pouch goods, and in fact orders are being accepted only for later shipments.

Several factories for the manufacture of scrap for cigar manufacturers' use have been regularly bonded for that purpose. Among them are T. D. Shertzer, S. J. Herman and the American Cigar Manufacturing Co., all at Red Lion.

BILLIONS OF CIGARETTES SMOKED IN MEXICO.

The Mexicans smoked so many cigarettes last year that it is not easy too see how they found time to do anything else. The consumption of the little white rolls reached the enormous total of 3,456,000,000.

This was more than one hundred millions more than were consumed in the entire United States during the same year, and there are five times as many people in the United States as in Mexico.

Three of the largest cigarette factories in the world are located in the City of Mexico, and in the largest of these, cigarettes are manufactured at the rate of 12,000 a minute. Last year the sales of this factory amounted to $3,770,000. Ten years ago the sales amounted to but $1,059,337, showing a big increase in consumption.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
LEAF TOBACCO
Shade-Grown SUMATRA, in Bales
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130. Bell, No. 1878. 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

BUNCHES OF CORN COB PIPES.

New Factory to be Erected in Marion, Indiana.

Marion, Ind., Feb. 27.

This town is gently excited over the fact that it is going to have a corn cob pipe factory. There is also to be a starch factory erected which will use five hundred bushels of corn daily. The pipe factory will use the cobs that are left.

A stock company is being formed and the plant will be in operation soon after the new starch factory begins making starch.

The pipe to be made in Marion will not be an ordinary one. There will be a new device used which will be sure to meet with the approval of every smoker. A new process will manufacture a high class article cheaply. There is but little doubt that the industry will materialize.

Leaf Tobacco Markets.

EDGERTON, WIS.

With the advent of better weather conditions great activity has developed in the growing sections. Buyers are riding quite plentifully and both old and new leaf is moving in considerable quantities again. Now that the cheaper grades are being taken over the general trend is towards lower prices than have heretofore been quoted. Contracts have been closed for a good deal of the leaf of late at around 6c or below that will permit of an export basis. The following are samples:

E A Lewis, 17a at 6¼ and 2c
A Onsrude, 32a at 7, 6½, 6 and 2c
John Iverson, 12a at 5½ and 3c
Ole Wethel, 20a at 7 and 1c
S N Reppen, 7a at 6¼ and 2c
Henry Oscar, 14a at 6 and 2c
Julius Iverson, 13a at 5¼ and 2c
O M Olson, 6a at 7½ and 2c
J L Green, 3¼a at 6 and 2c
J Furand, 4¼a at 6 and 2c
H Hawkinson, 49cs '01 at 8c

E. C. Hopkins has purchased about 50,000 pounds of new leaf in the western portion of the State during the week.

There are some indications that the soft weather of the week may bring about the much desired casing weather, but at this writing that condition has not been reached. The amount of bundle goods on hand at the warehouses is becoming low and assorting must close soon unless the balance of the hanging crop can be removed and prepared for delivery.

Shipments were 1,280cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 71 hhds., almost entirely of the new crop; offerings on the breaks, 32 hhds., which included a few hhds of new tobacco, which sold relatively high; public and private sales, 110 hhds., consisting mostly of low grade Leaf Lugs of the 1903 crop, for which the market was generally firm and unchanged.

The severe winter weather has been broken by a milder damp spell, and tobacco can again be handled in the barns. The percentage of Lugs in the new crop appears to be unusually small. Some small sales are being made in loose tobacco houses, but little or nothing is being done in loose tobacco in the country, and the factories are virtually idle.

For old tobacco we continue to quote:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.75	to	5.50
Common Leaf	5.75	to	6.75
Medium Leaf	7.00	to	8.00

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
Successor to J. Neff
MANUFACTURER OF
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader. Known for Superiority of Quality.

J. John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION THERE IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

LEGISLATOR WAS BRIBED?

Undue Influence Charged in Case of Indiana Anti-Cigarette Law.

Indianapolis, Ind., Feb. 24.

An affadavit has been made for the arrest of former State Senator O. A. Baker, of Marion, as the result of a highly sensational charge made by Representative Ananias Baker, of the Lower House, that the former Senator made an attempt to bribe him to vote against the anti-cigarette bill which was up before the legislature Representative Baker is from Fulton and Cass counties.

When the bill came up on Tuesday, Mr. Baker arose and very dramatically waved an evelope above his head exclaiming that it has been sent to him with a request to vote against the measure. He said he hadn't opened it yet, but at once proceeded to do so very spectacularly, the operation disclosing a $100 bill.

Speaker Cantwell ordered an investigation and appointed a committee to conduct it. This committee questioned Representative Baker who finally gave them the name of the former Senator of the same surname, as his tempter. The House voted in favor of the bill 74 to 17.

The bill prohibits the manufacture or sale of cigarettes in the State and makes it unlawful for anyone to have them in his possession.

Governor Hanly had already signed Senator Millburn's bill which makes it a jaill offence for tobacco dealers to sell to minors, only if the trial judge so decrees. In other words the bill makes this punishment optional with the trial judge and was introduced to save certain dealers at Petersburg, from being sent to jail for selling tobacco to minors. It will take effect immediately and it is thought probable that an effort will be made to have the Petersburg offenders tried under the new law.

PATENTS RELATING to TOBACCO, Etc.

783,394 Manufacturing tobacco pipes; Albert Angell, Orange, N. J.

783,380 Match dipping conveyer; Jos. L. Montgomery, Bellefonte, Pa.

783,334 Match-making machine; Calvin H. Troup, Bellefonte, Pa.

IMPERIAL TOBACCO CO. SHOWS GAIN

The Imperial Tobacco Co., (Ltd.), of London, with which the American Tobacco Co. is pretty closely affiliated, has issued a report ending in October, 1904, which shows an increase in net trading profit and interest of about $965,000.

After the payment of dividends, the placing of $1,000,000 to the general reserve fund and the allowance for six months' bonus to customers, there is a balance in rough figures of $482,000, an increase over 1903 of about $323,000.

BURLEY FLOODING THE MARKET.

Tobacco that Farmers were Holding Now Reaching the Breaks.

Cincinnati, O., Feb. 27.

The tobacco which was held by the farmers pending the success of the Burley Growers' Association is rapidly beginning to come in on this market and it is expected that a large portion of the millions of pounds which were being held, will reach the breaks this week.

On one morning last week there were more than 400,000 pounds on the floor when the sale began and more than twice that amount on wagons in and around the building waiting to be unloaded. The American Tobacco Co. was a heavy buyer.

Archibald Stuart, who has been in New York for three weeks, in an effort to negotiate a loan of sufficient size to launch the growers' association deal, is on his way home, and there is some talk that he brings with him a tentative proposition or agreement for a new deal, but little faith is put in the report, as the growers in the Burley section have already let go of millions of pounds of their tobacco, and the association could not supply the desired three-fourths of the entire crop now, even if it had the necessary money.

The story that Thomas Lawson, the Boston millionaire, was considering the matter of extending the helping hand to the growers, by securing for them the desired loan, is scouted. Lawson is being kept busy in other directions, and, while he may lend his moral support to the growers combine, tobacco men here believe the deal has collapsed.

E. A. CÁLVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SOLID OR CUBABLE
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader:
WEALTH PRODUCER. Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal printed Labels

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

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Made in Six Sizes. Go to the Trade at $35 per 1000.

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All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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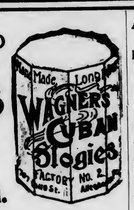

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Cable Address "CLARK."
Clarksville, Tenn

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Chicago—Lessaris Bros, cigars, etc; damaged by fire——A G Seeger, cigar manufacturer; petition in bankruptcy

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Evansville—Otto Georges, cigar manufacturer; succeeded by Georges & Weyer

Fort Wayne—C B Tolan, cigars, etc; chattel mtge, $600

Indianapolis—E D Siemens, retail cigars, etc; chattel mtge, $100

Maine

Ogunquit—L J Littlefield, cigars, etc; real estate mtge, $200

Maryland

Annapolis—Isaac Hohberger, manufacturer and retail dealer in cigars; real estate mtge, $1,000

Hagerstown—E W Householder, cigars and tobacco; closing out

Massachusetts

Worcester—C D Shea, tobacco, etc; chattel mtge, $100; canceled

Michigan

Detroit—Chas Mickle, wholesale leaf tobacco; damaged by fire; insurance, partial——Louis Kuttnauer & Sons (Inc), wholesale leaf tobacco; succeeded by Louis Kuttnauer

Minnesota

Minneapolis—A G Anderson, cigars and tobacco; succeeded by Williams Cigar Co——Watt Cigar Co, wholesale cigars; incorporated; capital, $100,000

Missouri

Carthage—S A Forsythe, cigars; chattel mtge, $4,000

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Pennsylvania

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Washington

Spokane—Julius Lund & Co, T J Johnson, individually, wholesale cigars; deed, $500

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
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METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
ENGRAVING DIE SINKING
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

ALBERT FRIES HAROLD H. FRIE
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free
The Most Popular Flavors Since 1855.
☞Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

Combination
SCRAP
--Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.
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JOHN A. SAUL,
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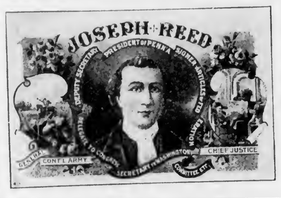

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VIRGINIA — PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE WAY AND THE MEANS

¶ There are more ways than ONE to do everything—but every way isn't the BEST way.

¶ If it is any part of your business to produce GOOD cigars, you need GOOD Cigar Tools.

¶ NATIONAL TOOLS are just a little bit BETTER—and a little bit CHEAPER—than YOUR tools.

¶ Because we have the patents, the skilled labor, unusual manufacturing and selling advantages, and we know our business.

¶ NATIONAL CIGAR CUTTERS, gauged correctly, riveted handle, self-sharpening knife, tempered tool steel, and pure brass spring.

¶ NATIONAL CIGAR BOARDS, hard, strong, heavy and smooth; no knots, streaks or spots; can't warp or split.

¶ NATIONAL CIGAR KNIVES and CUBAN BLADES hold their edge and never botch the job.

¶ Another thing, we don't charge several prices for NATIONAL TOOLS, and we give your money back if they don't suit.

¶ Ask for our Special Proposition, meant particularly for YOU.

¶ The coupon brings it.

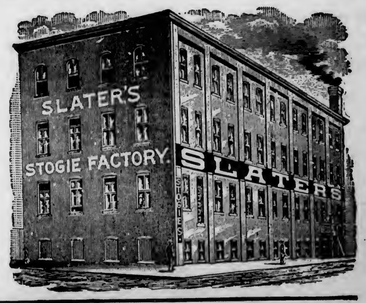
CUT THIS OFF AND MAIL IT.
NATIONAL SELLING CO., ALLENTOWN, PA.
Give me prices and particulars, and send your complete catalogue.
NAME.....
ADDRESS.....
State whether you are a dealer, cigar maker, or user.

NATIONAL SELLING CO.,
ALLENTOWN PA.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address—
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER STOGIES
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



E. ROSENWALD & BRO.

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THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXV., No. 10.

PHILADELPHIA and NEW YORK, MARCH 8, 1905.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

SUMATRA INSCRIPTIONS

WILL BE HELD IN HOLLAND ON THE FOLLOWING DATES:

1905
March 10
March 17
March 31
April 7
April 14
May 5

Buy Your
Sumatra Tobacco
FROM
H. DUYS & CO.
No. 170 Water Street,
New York, N. Y.

May 12
May 26
June 2
June 9
June 23
July 7

Cut This Out and Keep It as a Reminder.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
THE TOBACCO WORLD

SMOKE VETTERLEIN BROS' SABOROSO PHILADELPHIA CIGARS
PHILADELPHIA BOSTON

EISENLOHR'S Cinco Philadelphia CIGARS

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

Clean as the food You Eat
Vesper CIGAR 5¢

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

NAPOLEON 5¢ CIGAR
Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4886-A.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS — PHILADELPHIA

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

WHITE KNIGHT
CHALLENGES COMPARISON
White Knight 5¢
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

F. H. POWELL'S LA FLOR DE Oxus CELEBRATED 5¢
PHILADELPHIA CIGARS CAMDEN

THE TOBACCO WORLD

INDIANA DEALERS DON'T WORRY.

They Aren't Taking the New Anti-Cigarette Law Very Seriously.

Indianapolis, Ind., March 6.

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C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
THE TOBACCO WORLD

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

EISENLOHR'S Cinco CIGARS Philadelphia

Clean as the Food from Which
Vesper CIGAR

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

NAPOLEON 5¢
Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
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Factory No. 909. Bell Telephone 4836-A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
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PHILADELPHIA, PA.

F. H. POWELL'S LA FLOR DE OSUS CIGARS CELEBRATED 5¢ PHILADELPHIA CAMDEN

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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS A. LOEB
K. STRAUS & CO.
IMPORTERS OF
DEALERS IN HAVANA LEAF TOBACCO
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
Title & Design Registered
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

A WORD ON THE CIGARETTE AGITATION.

It beats the mischief how everybody is beginning to jump on the poor little cigarette. One might think that it was as awkward a proposition for humanity to solve as is the social evil.

The Hoosiers are carrying the banner in the van just now, but there are a whole lot of other zealots trying to catch up, and there is no telling what fool bills will be introduced in the legislatures before all the agitators get through calling attention to themselves.

The most sensational incident of the doings in Indiana was the dramatic display of a $100 bill by one of the Representatives, who declared that he had received it as an inducement for him to vote against the bill prohibiting the manufacture or sale of cigarettes in the State, and who asserted that the money had come from a lobbyist in the employ of the American Tobacco Co.

Whatever may be said about the American Tobacco Co. by its friends or its enemies, there is never any dispute as to the fact that the organization is conducted by men who have cut their eyeteeth, and who, granting for the sake of argument that they might consider it necessary to apply a little financial grease, would hardly be likely to shoot hundred-dollar bills around promiscuously without having gained a fair idea of what would become of them.

On the other hand, I don't suppose that any one seriously supposes that cigarettes will never again be sold in Indiana, or that travelling men who smoke them will throw their supply out of the car window as they speed over the State line.

The moment you tell a man who has been in the habit of smoking fifteen cigarettes a day that he must not buy or smoke any at all because he is not capable of determining what is good for him, that man immediately finds it necessary to smoke thirty a day, and will cheerfully go to any amount of trouble to get them.

It is presumable that the most part of all this talk and monkey business has been brought about primarily because a lot of people want to stop kids from smoking or being tempted to smoke. That's all right and perfectly laudable; but there has got to be some better way hit upon, if it is to be successful. Such a rigid law as this is so manifestly unfair, not only to a man's moral freedom, but to a great business interest, that it can not possibly be entirely successful as a law.

Assume that every State passed such a measure—and if the cigarette is objectionable as a common evil in one State, it must be in another—and consider the effect. There were 265,292,098 cigarettes produced in the United States in January, which showed some gain, but which is a fair average. A very large majority of these are consumed in this country, and if the industry were wiped out at one sweep, what would become of the capital tied up in the business, of the men who represent the capital, and last, but by no means least, the tremendous army of workers in the factories, in the offices and on the road? What would become of the bright leaf farmers, who supply the material for the domestic cigarette? The tobacco made up in any other form would still contain the presumably harmful ingredients of a cigarette.

All this because a number of kids around the country aren't properly spanked when they need it. Of course, if it can be proven that the cigarette industry is a great and growing menace to the health of the next generation, it should not be permitted to stand, merely in order to prevent throwing a multitude of people out of work.

But this has not yet been proved, and a strong infusion of common sense will be necessary before these crusaders accomplish much in this direction.

A "fiend" cannot be cured by putting the cigarette out of business, for if by a miracle of effort he were prevented from securing "the makings," he would simply turn to something worse. Drug "fiends" in every city or town in the Union have little trouble in gratifying their needs, and it is going a little far to class the cigarette with the opium layout.

So much for the "fiend," (bless him, for the crusader could'nt do without him.) The average cigarette smoker certainly would not stop because somebody told

(Concluded on page 34)

Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia.
Hollard's

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A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

THE only way to do more business now a days than is being done by the man across the street is by advertising more effectively than he does. The public is like a coy fish that hangs off for the most attractive bait, and the dealer who doesn't give customers some particular reason for coming to his place is like the fisherman who expects fish to rise to an empty hook.

By advertising, the taking of space in a newspaper or other publication, is not necessarily meant, but anything which serves to exploit the business. The clothier who commences to give a pair of suspenders free with every pair of trousers purchased is advertising, and if he keeps his books properly, will charge the cost of the suspenders up to his advertising account. In fact there are so many methods and ideas of advertising that it would be foolish to attempt to say certainly which is the best method.

One good scheme consists of the issuing of rebate checks which can easily be done by the dealer who uses a cash register. Upon the check issued by these machines can be printed any new idea that will be attractive from an advertising standpoint.

You might say: "Return $10 worth of these checks and receive 50c value in merchandise." Then upon this check you could print a mixed lot of letters. These letters properly arranged, would spell a certain word or motto. Advertise that any person who rearranges these letters so they will properly spell the word or motto, will receive an extra rebate, or a double rebate.

It might be advertised that on every hundredth purchase the money will be refunded. This hundredth check can be ascertained by the consecutive number of the check issued by the register.

When a rebate is given for cash sales, it is sometimes an excellent point to advertise that double rebate will be given. This could be done on dull days, when it is a well known fact that trade is not so brisk.

It is a good idea to post in the window a weather bulletin, printed in large letters. This weather bulletin can be secured from the postmaster each day. If printed in letters large enough, it will attract the attention of the public, which is always interested in the weather, and thus call attention to the goods displayed in the window.

A new plan suggested is to secure the names of a number of customers, say 500 or 1,000, outside the immediate vicinity of your store, and outside of your regular trade. To them, send once every so often, a rebate check, or sight draft for, for instance, $1. State in the letter accompanying this, that if the person will present this check at your store, he will receive a credit of $1 on sales made up to a certain amount, say $5 or $10 While this seems a large rebate, it must be remembered that this is done to people outside of your immediate vicinity, who are not regular customers at your store. It will enable you to interest new customers, who will thereafter be attracted to your store by your up to date methods and by the class of goods sold them.

A store often has an accumulation of odds and ends. These may be got together in boxes, neatly wrapped and tied.

They could be displayed in the window, with an advertisement on cards or in the newspapers, that on a certain day these boxes, containing valuable articles will be sold, say at $5 or 50 cents apiece. The purchaser buys "sight unseen." The package is sure to contain something of value, probably of considerably greater value than the price asked. The curiosity of the public will be aroused, and the stock of odds and ends. or slow selling merchandise, which has bothered the merchant, will be disposed of to the satisfaction of the public and the proprietor; and at the same time attract a number of customers to your store.

• • •

A GOOD SUGGESTION.

SMOKERS are always glad to have dealers give them hints during sales, for whether he is or is not, every dealer appears to his customers as an expert on tobacco. Here is a suggestion which comes from a medical authority and which many smokers will be glad to know.

Those who use a mouth piece while smoking. or are careful not to permit the end of the cigar to get saturated with saliva are much less liable to suffer from the absorption of the various products of the burning tobacco. "Dry smokers" run much less risk of harming themselves than those who chew the ends of their cigars. A little piece of absorbent cotton saturated with chloride of iron and placed in the holder will render innocuous most of the harmless products of combustion.

• • •

TEST CIGARETTES IN THE MORNING.

"THE time to test a cigarette is before breakfast," said a dealer who makes a specialty of these articles. "The cigarette connoisseurs are on to that. Whenever I get anything new in the way of a high class cigarette, I write to my best customers and they drop in along in the forenoon, before they've eaten or smoked, to try it.

"The most expensive cigarettes I carry, considering the size, are specially made for ladies. They cost only 4 cents a piece, but there's only a pinch of tobacco in each one—hardly one pull for a man. My best woman customer buys a hundred boxes at a time, and she's back with a new order pretty frequently. I don't suppose she smokes them all herself. She entertains a great deal."

• • •

The man who can't use advertising in his business, has no business to be in business, and usually isn't.

PERSONAL APPEARANCE IS A WHOLE LOT.

EVERY man who has entered the average well kept saloon has probably noticed at some time or other, the fact that one of the attractions was the air of cleanliness and neatness about the bartenders. The majority of them wear freshly laundered linen coats, are usually careful about being shaved, have clean collars and the electric light shining on them gives them a very agreeable, hospitable look. Their trousers and shoes may be off color, but you don't see them.

The bartender may copy after the old time hotel clerk with the expanse of gleaming shirt front set off by a paste headlight, but he has interest enough in his business to take the trouble to keep himself in trim, and that is the point that is being brought out.

It is probable, too, that no matter how sloppy the bartender allowed himself to get, he would still be kept pretty busy. But with a cigar store it is different The average cigar smoker is more fastidious than the average frequenter of barrooms, and he will select the best kept store every time. That being the case it is surprising, the carelessness and indifference which is displayed in a great many stores whose proprietors ought to know better.

Not long ago the writer visited a number of the stores with the express intention of noticing such things, and was considerably astounded to behold the large proportion of clerks that needed a shave, and needed it badly. There is no law which compels a man to keep himself shaved but when, to a certain extent, he is in the position of a servant to the public, ordinary ambition ought to induce him to try to make a good impression.

In some of the places the clerks had dirty collars, their hair was not even brushed neatly, and their hands were anything but pleasant to look upon. A man's hands will get dirty in spite of him, but he has a right to wash them occasionally, and the proprietor who knows his business will take the trouble to afford the facilities and insist upon it.

No one expects a man who gets the salary given the usual clerk to appear as a Beau Brummel, but if he is in a position where he is always on view and comes into cantact with customers, he should be compelled properly to attend to the care of his person. There should be nothing about the clerk to repel the casual customer, and the man who enters a strange store to get his cigars, is much more likely to notice such things than he would in the store he usually patronizes. As a consequence he wont come again.

As was said at first, the better class of stores are referred to, not the hang-up joints where the customers don't care anything about their own appearance, and would certainly not be likely to criticise the clerk's. The average business man now-a-days, is well dressed and is careful to have a good appearance. If his personal inclinations would not naturally induce such a condition, he is forced to look after such details because it is expected by others.

And if he is one of the kind that obeys such a reason, he will be all the quicker to notice defects in others and resent them.

It may seem a ridiculously small thing to make a fuss about, the passing over the counter of a cigar box, by a clerk who needs a shave, or whose linen is soiled, but a good many permanent customers have been lost in just such a way. It is close attention to little details and the bettering of small things that makes the successful dealer.

If he were not able to accomplish it in any other way, the wise dealer would make his clerks an extra allowance every week sufficient to insure clean face and linen. He will find it to be the best investment he ever made.

It is not the purpose of this article to designate the cigar store clerk as a miserably shiftless, untidy individual. It is only stated that a good many clerks are too careless in this respect for their own good. They may count up their weekly wage, and figure out that it doesn't pay to spend money in such a way. They may simply be ordinarily careless, or think it doesn't particularly matter how they look while at work.

It's the greatest mistake in the world, though. The man whose appearance is irreproachable is bound to attract favorable attention and the more favorable attention he attracts, the more his value increases; if his employer does not recognize that fact some other will. He will also find that the difference it makes in his own self resspect will be worth the price.

• • •

FOR ADVERTISING CARDS.

THE DEALER who wants to keep his friends reminded that he is still in business, and who wishes to acquaint others of that fact, would be likely to get good results if he had neat cards printed bearing his name and address and a little cut of his store, if it has a good front, which he might call "At the Sign of the Good Cigar."

On the back of the card it would be well to print a humorous little conceit of some sort, for it is an ancient fact that a joke travels faster and further than anything else. Something like this would be appropriate:

Johnny's Composition on Tobacco.

Tobacco grows something like a cabbage, but I never saw none cooked. I have heard men say that cigars that was given them on election day for nothing was mostly cabbage leaves. Tobacco stores are mostly kept by wooden Injuns, who stand at the door and offer them a bunch of cigars, which is glued into the Injun's hand, and is made of wood also. I tried to smoke a cigar once, and I felt like Epson salts. Tobacco was invented by a man named Walter Raleigh.

Increase Your Bank Account

PLACE IN YOUR STORE a system that protects your customers, your clerks and your profits—a system that tells you the amount of your business at any time in the day.

A National Cash Register

Enables you to complete your bookkeeping before your customer leaves the store and to post your accounts not only to the day, but to the minute.

Pays for Itself

Within a year out of the money it saves and then pays 100 per cent. on the money invested. *WRITE FOR FULL INFORMATION*

CUT OFF HERE AND MAIL TO US TODAY

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a _____ *store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

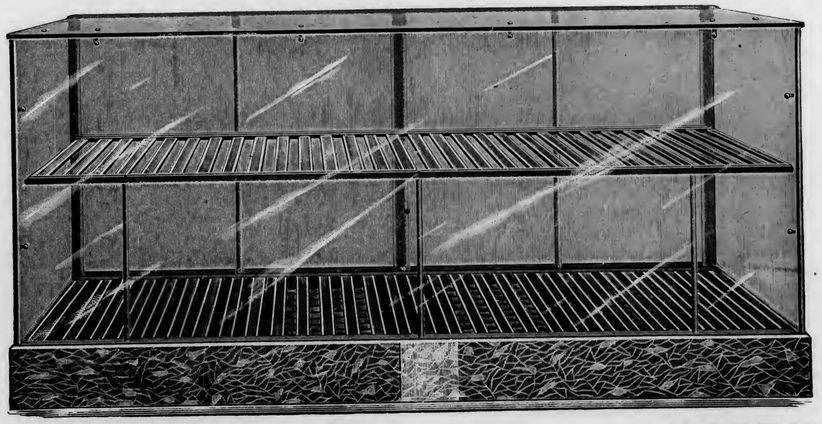
_____ Name

_____ Address

_____ No. Clerks

Please Mention The Tobacco World

"THE 400's" CIGAR CASE.



ARE YOU IN IT? Supplying "The 400" with their favorite Cigars? If not, **"GET IN IT"**

By using "The 400's" Cigar Case. This new and elegant style of case is made without frame, either of wood to get shabby, or metal to tarnish and require cleaning. Nothing exposed to wear or view except Plate Glass and Marble. All cases are fitted with racks and water trays. Dimensions as follows: Top light, 26 inches wide; front light, 34 inches wide; marble base, 7¼ inches wide; 42 inches high over all. These dimensions can be varied. Made any length from three to fourteen feet with one light in top and front. Price, $9.50 per foot.

F. POLLARD, *Manufacturer of* ***Show Cases***

33-37 Bethune St., NEW YORK *734 & 736 Superior St., CLEVELAND, O.*

949 Liberty St., PITTSBURG, PA.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM, GEO. W. BREMER, JR. WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. IMPORTERS OF SUMATRA TOBACCO.
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

NEW BUYERS IN HAVANA MARKET.

No One is Buying Largely, But There is Some Hope to the Trade. Should Be About 44,000 Bales in First Hands. Most Demand for Remedios and Heavy Vuelta Abajo.

[Special Correspondence of The Tobacco World.]

HAVANA, February 27, 1905.

Quite a number of new buyers made their appearance in the Havana market last week, and while the majority of them have not operated largely, the aggregate of their purchases has helped to give life to the trade.

Receipts from the country have fallen off to a minimum of a few hundred bales last week, indicating that the stocks in farmers' hands cannot amount to any quantity worth taking into consideration. According to the number of bales received from the interior of the island and the sales reported, there should be a trifle over 44,000 bales in first hands, but as some receipts from the country were shipped direct instead of coming into the market, the actual stocks may be less.

On the other hand, the American exporters have looked out for their customers, so the latter if they come here will be able to fill their wants. A curious fact, however, is that it has been demonstrated through the stamps sold by the government on cigars and cigarettes consumed in the island, that the latter is far larger than had been imagined by most people, and that fully 500,000 bales of leaf tobacco are required to be produced each year to meet the home consumption and exports of leaf, cigars, cigarettes and cut tobacco.

As the 1904 crop only produced 450,000 bales, surplus stocks from previous years have been reduced 50,000 bales. As the majority of authorities claim that the 1905 crop may yield only 400,000 bales, it would require 100,000 bales to make up the shortage to cover the demand, and as the stocks were only 90,000 bales on January 1, 1905, the actual shortage would be 10,000 bales.

The statistical position is, therefore, undoubtedly very strong, and in view of such figures high prices appear inevitable in order to prevent a further expansion of the consumption. Strange as it may appear, the greatest demand is still for Remedios and heavy Vuelta Abajo styles, while the lighter fillers of Vuelta Abajo and Partido particularly are almost neglected at the moment. However, if true that the coming crop will consist principally of medio tiempo and tardio leaf (or of a heavier body), then the tables may be turned and all lighter styles may be sought after again. One bale of "libre de pie" (ground leaf new crop) from Remates arrived here last week and was sold to a local factory at a comparatively high figure.

It is stated that a few farmers have again begun to throw some of their new tobacco upon piles, which method ought to be severely condemned. Force sweated Connecticut wrappers may have given good results in the United States, but forcing Havana tobacco with the present appliances so far has always resulted in losses to the manufacturers at least. The farmer may possibly reap some benefit, if prices rule high and he finds a dealer ready to take chances in trying to palm off such imperfectly cured tobacco upon a manufacturer.

In order to make the dried new tobacco pliable, continuous humidity or heavy rains are needed, so that the bundled tobacco when thrown upon piles will at once begin fermentation. This process is of the utmost importance, and formerly used to require forty days, while of late, in order to retain the light colored wrappers, less time is given to it by the farmers.

Some of the latter in the same manner in order to satisfy the craze for light colors, cut their tobacco plants before the leaves are properly matured. A false humidity may set in for a day, or only for a few hours, and if the greedy or unthinking "veguero" uses this opportunity to bundle his tobacco and throw it into piles, no fermentation will take place if the weather turns dry again, and the tobacco will become hard and resent the violence done to it. Such tobacco will always show the false treatment, and no after-fermentation can improve it.

Even the best crop grown under the most favorable circumstances can be turned into poor looking (and tasting) stuff. The rainy season varies according to the years. Sometimes it sets in as early as the middle of April: then again not until the latter part of May, and there have been exceptional years when the rains only became general in June.

At the moment there is a complaint of drought all over the country, and that the plants still in the field are stunted in growth, therefore fillers will be heavy in body and not plentiful, as many plants after the first cutting have dried up and will give no chance for a second or third cutting, as in favorable years. Some sections, of course, are favored in times by rains, and the estimate of 400,000 bales is based upon the good yield in these districts.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cab'e: "Cuetara" HAVANA, CUBA.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL — HABANA

FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Consulado 91, HAVANA.

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER. Habana, Cuba.

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." Habana.

JOSÉ MENENDEZ,

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, Habana, Cuba.

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 HABANA

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.

Packer and Exporter of **Leaf Tobacco**

102 Escobar Street,

Cable: "JEDESA." HABANA, CUBA.

Branch House:—512 Simonton Street, Key West, Fla.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de

Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270.

Cable: ZALEZGON. Habana.

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, *HAVANA*

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS

P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONILEVA. *Habana*

M. GARCIA PULIDO

GROWER, PACKER AND DEALER IN

Vuelta Abajo, Partido and Remedios

Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

Bruno Diaz — R. Rodriguez

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

A. M. CALZADA & CO.

Dealers in Leaf Tobacco.

and COMMISSION MERCHANTS,

Monte 156, Cable—"CALDA." *HABANA, CUBA.*

Established 1834

POR LARRAÑAGA

Trade Mark Registered

Independent Vuelta Abajo Factory

Por Larrañaga Cigar Manufactory

ANTONIA LOPEZ CUERVO, Proprietress

ANTONIO J. RIVERO, Manager

2 Belascoain (B), HAVANA, CUBA

Cable Address: Por Laranaga, Havana

Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh, La Columnia de la Victoria, La Irma., and La Guipuzcoana.

Sales

last week are reported as 5,480 bales in all, or 4,535 bales of Vuelta Abajo, 135 of Partido and 810 of Remedios. The American buyers are credited with 3,475 bales, local manufacturers with 1,605, and Europe with 400 bales.

Buyers Come and Go.

Arrivals:—Arthur Hunter, of Hunter, Wiltshire & Co., London; John Wardlow, president of the Ruy Lopez factory, Key West; J. W. Merriam and J. Weinberg, of J. W. Merriam & Co., Joe Cullman, of Cullman Bros., Fernando Alvarez, of Fernando Alvarez, M. Cane, of Cane Bros., M. Schwartz, of M. Schwartz, New York; A. Aarons, of A. Aarons & Bro., Ltd., New Orleans; Jake Benner, of Benner Bros., Otto Schrader, of Otto Schrader & Co., and John T. Dolan, of John T. Dolan & Co., Chicago; John N. Kolb and Ramon Fernandez, of the Theobald & Oppenheimer Co., Tampa; Frank W. Taylor, of Hull & Lyon, and F. Eaton, of Estabrook & Eaton, Providence, R. I.

Departures:—Alfred Rossin, Fernando Alvarez, Richard Sichel and Joseph Mendelsohn, for New York; Jules Zimmerman, Jake Benner and Otto Schrader, for Chicago; W. W. Stewart, for Philadelphia and Reading, Pa.

Havana Cigar Manufacturers

had only four working days the past week, as by the interference of the national holiday, "El Grito de Baire," on Friday last. Hardly any of the independent factories worked on Saturday either. The large independent factories, such as H. Upmann & Co., Cifuentes, Fernandez & Co., of the Partagas; Antonio J. Rivero, manager of the Por Larranaga; Behrens & Co., of Sol; Rabell, Costa, Vales & Co., of Ramon Allones; J. F. Rocha, of Crepusculo; Rafael G Marques, of High Life, are however fully occupied, and receive steady orders from the United States, Europe and South America. Exports per steamship Morro Castle were 3 143,792 cigars.

Buying, Selling and Other Notes of Interest.

John N. Kolb made one purchase of 700 bales of fine Vuelta Abajo vegas, lowland section.

Fernando Fernandez & Bro. sold 737 bales of Vuelta Abajo, 400 of which were to the French regie.

H. Upmann & Co. shipped 420,000 cigars of their own and other independent brands last week.

Sobrinos de A. Gonzalez disposed of 700 bales of Vuelta Abajo and shipped 3,496 bales of leaf per steamship Regina Maria Cristina to the Spanish regie.

Manuel Suarez & Co. have had a very busy week looking after four customers of theirs.

Don Jose Mendelsohn thinks he can take a short respite in seeing his family, and left by the steamship Morro Castle on Saturday. However, as he is a hustler, it is to be assumed he will not rest long upon his oars.

G. Salomon y Hns. turned over 600 bales of Vuelta Abajo and Remedios

A. M. Calzada & Co. have purchased 500 bales of Remedios in the country, and had no trouble in finding ready buyers of 300 bales of Vuelta Abajo and Remedios.

Alfred Rossin is said to have made some good sized operations in Remedios and Vuelta Abajo.

Rabell, Costa, Vales & Co. sold 430 bales of Vuelta Abajo.

W. W. Stewart bought between 200 and 300 bales of fine Vuelta Abajo leaf for Stewart, Newberger & Co.

A. Pazos & Co. were very busy selling over 300 bales of Vuelta Abajo.

Rodriguez Baustita & Co. disposed of 267 bales of Vuelta Abajo.

Jose F. Rocha closed out 200 bales of their stock of Vuelta Abajo.

Bruno Diaz & Co. were sellers to the extent of 200 bales of Vuelta Abajo and Partido.

Loeb Nunez Havana Co turned over 200 bales of Remedios.

Suarez Hno found buyers early for 150 bales of their fine holdings of Vuelta Abajo.

Muniz Hns y Cia made one transaction of 150 bales of Vuelta Abajo last week.

Jose Menendez sold 135 bales of Vuelta Abajo and Partido.

Grau, Planas & Co. disposed of 110 bales of Remedios without any trouble.

Cifuentes, Fernandez & Co. purchased the famous vegas of Santiago Plasencia & Bro., called "El Retiro," of San Luis, Vuelta Abajo, and some other choice vegas of the cuchillas of San Juan y Martinez, making in all some 2,000 or 3,000 bales of the new crop. In starting early to buy of the new crop it shows from which side the wind is blowing. Naturally, this tobacco will only be packed when the proper time for handling the same arrives, and there will be no precipitation, as the Partagas factory would even have enough stocks on hand to run their business if there was a crop failure.

Receipts From the Country

	Week Ending Feb. 25. Bales	Since Jan. 1. Bales
Vuelta Abajo	104	7,097
Semi Vuelta	—	616
Partido	60	1,103
Matanzas	—	3
S. Clara & Remedios	99	7,986
Santiago de Cuba	—	4,633
Total	263	21,438

J. F. ROCHA & CO. S. en C.

Manufacturers of the Celebrated Brands

"Crepusculo," "Nené" and "Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.

Leaf Tobacco Warehouse,

MONTE 199,

Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ

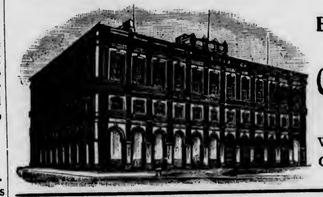
VONEIFF Y VIDAL CRUZ

Packers and Exporters of **LEAF TOBACCO**

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EDEN CIGAR FACTORY



of

BANCES & LOPEZ

HAVANA, CUBA.

Calixto Lopez & Co.

180 Water St., New York

Will receive and attend to orders.

Cigars made strictly of the very best VUELTA ABAJO TOBACCO

UNITED CIGAR Manufacturers

BRANCHES:

Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Grasank

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

J. SCHOENER. CABLE ADDRESS "TACHUELA"
J. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HIRSCH."
Joseph Hirsch & Son
A. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, February 27, 1905.

While there were one or two days last week when the retailers could have done more without being rushed, the general trend of things was much better and business was of a steadier character. If the milder weather continues dealers figure on being busy now right on through the spring. The Broadway stores did better during the week than had been the case for some time and altogether things are brighter.

Orders for the spring trade are reaching the manufacturers, who were beginning to be affected by the general slowness in the retail trade over the country, and there is a sigh of relief that February is out of the way. It is probable that an authenic report from the large majority of manufacturers would show the last month to have been the worst February for years, and any lessening of the conditions which were responsible is of course eagerly welcomed.

The leaf market was steady and fairly active during the week and there might be said to be more demand than there really is supply. There is very little domestic leaf in stock and the outlook for the new crop seems so dubious that dealers are not particularly anxious to let go what they have got on hand. The most part of the week's business was done in Havana, and this market is really busy. There is little doing in Sumatra just now, every one awaiting the result of the inscriptions.

• • •

Much discussion has been created among manufacturers by the clause in the Court of Appeals decision in re S. Falk's Sons, of Key West, against the American West Indies Trading Co., which reads thus: a trade mark is not a piece of property that passes from hand to hand by assignment separate from the business of the owner of the trade mark or the article which it may serve to distinguish.

This seems to indicate to the trade that the very common practice of transferring a brand by one manufacturer to another as a sale or by some other form of value received is illegal. The court further says in this respect:

The mere sale of a trade mark apart from the article to which it is affixed confers no right to sell his goods manufactured by another.

A manufacturer has registered a name for a brand and after using it for a time, has allowed it to run down. Another manufacturer applies to have the same name registered but is told that it is already taken. In a great many cases heretofore the second manufacturer has simply gone to the first and bought the brand. This, as this decision is understood, he can no longer do, and on the same score hundreds of brands now on the market are being put out by manufacturers who have no lawful right to them, they having been obtained in this way.

The suit was in the much mooted case in which the Falk firm sued the American West Indies Co. for damages for alleged infringement of its brand El Falcon by use of the name El Falco, and secured five consecutive judgments. On appeal by the defendant company the case finally reached the Court of Appeals which reversed the lower courts on the sole point that the plaintiff company had no right to the name of El Falcon, inasmuch as it had acquired it by transfer from another firm unaccompaied by any other part of the business. The firm originally using El Falcon as a brand was Lichtenstein Bros., who first used it for cigars more than thirty years ago. In 1898, the corporation which comprised the original firm of Lichtenstein Bros., went out of business and assigned the brand in question to S. Falks' Sons.

The West Indies Trading Co., got its brand from the manager of the company, Gregorio Lopez y Falco, and as soon as the label was put on the market the Falk people brought suit. On one decision they received a judgement for nearly $10,000 and it was only on the present decision that their right to the brand was questioned. This adds one more complication to the laws governing the use of trademarks, labels, etc.

• • •

Things are smoking up in the Tobacco Show line and the committee which has the affair in charge is already getting a taste of the bunch of work which will be its increasing portion during the coming months. If present indications are anything there will be no trouble in letting the spaces. This will be done by the committee at a fixed rental of so much the square foot, so that the rentor can have as large or as small an exhibit as he wishes. Offers have been made even at this early date for the bar and restaurant privilege but nothing has been decided yet. As certain sections of the hall will probably be regarded as most desirable, it is understood that these will be awarded on premium bids, the remainder of the hall being apportioned in the order in which application is made. The booths will be arranged so that the hall can accommodate an expected daily attendance of from fifty to seventy-five thousand.

• • •

The Retail Cigar and Tobacco Dealers' Association had another highly enjoyable anniversary celebration last Tuesday night which brought out a good proportion of the members and and an impressive showing of guests, among whom were quite a number of the fair sex. There was no business transacted, the routine of the usual meeting giving way to many speeches of interest. Robert E. Lane

(Concluded on page 23)

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUSSE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 906 North Queen street, Lancaster, Pa.; Henry F. Penstermacher, Reading, Pa. Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
THOS SMITH

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Trost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Deckes. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

TWENTY-FIVE BALES OF OLD SUMATRA
at $2.50 per pound retail, or $2.40 per pound by the bale. This tobacco has rich brown colors, burns and yields well, in fact it is better and cheaper in every way than the new tobacco. It can't last long at this price. Now is the time to buy, before it is all gone.
HIPPLE BROS.
Importers and Packers
231 ARCH STREET, PHILADELPHIA.

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

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BY THE
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PHILADELPHIA, MARCH 8, 1905.

THE CURTIS BILL.

Congress has taken a recess, and the fate of the Curtis bill is still in doubt. A majority of the Ways and Means Committee reported the bill favorably, which action surprised no one, and there will probably be no difficulty in getting the measure through the Lower House when the matter comes up.

The determined, concerted opposition which was evidently more or less unexpected and unprepared for by Secretary Taft, produced a natural hesitation on the part of some of those who had intended to railroad the bill through, and it was finally decided that the safest thing was to halt it at the Lower House.

Let the trade continue hammering away on the proposition, and they will carry their point yet.

Among the noticeable features of the campaign so far has been the air of affected surprise on the part of the stand-patters that the tobacco trade could possibly have anything like a serious objection to an arrangement whereby it was coolly to be deprived of a goodly share of its bread and butter.

"Always thinking of yourself" seems to be the attitude of the Ways and Means Committee toward the trade. John Sharp Williams said to Mr. Bijur: "You seem to think that the duty you pay is in the nature of a charity."

R. Bourke Cochran said on the floor of the House while speaking of the Philippines.

"We have said if we admit their tobacco it will hurt the tobacco growers of Connecticut and Pennsylvania; if we admit their sugar, we will hurt the sugar trust; if we admit any of their commodities, the richness of their soil, the productiveness of their climate and the cheapness of their labor will enable them to overwhelm our markets with commodities the production of which constitutes their chief industry. Not one word has been said about promoting the expansion of their trade. Much has been said about expanding our own. Who has spoken for the Philippine Islanders?"

Well and good. By all means let us look after the prosperity of the Philippines if they are a part of us. But sometimes we seem to own them and sometimes we don't. The actions of the stand-patters might be said to be speaking loudly thus to the tobacco and sugar industries:

"Pay attention! We've got to do something for those fellows because they are part of our glorious country, you know; and beside that, we took away their hemp income. Now you're a patriotic set of men. These people have special facilities for raising sugar and tobacco. If you'll just kindly consent to be the goat, we'll let them shoot their stuff into this market while we wave the flag and cheer, and everybody's satisfied. See? I tell you it's a great opportunity for you!"

It's a great opportunity, indeed—for the Philippine cigar factories. But a law destined to benefit one class solely at the expense of another, for which benefit no sort of return is given, is not a law which carries out the spirit of the constitution.

THE Department of Commerce and Labor has evidently gagged a little at the load of detective work which is being piled on its shoulders. There has been more or less talk of a look in on the American Tobacco Co. for some time and a special agent named Garner was supposed to have started out for the tobacco fields.

Nothing has apparently come from this, but it did look a little like business when Representative Kehoe introduced his resolutions before the House the other day asking that information be obtained as to how greatly the tobacco combine is able to regulate the prices which growers receive.

The Judiciary Committee appointed Representative Smith to consult the Attorney General, but so far nothing encouraging is reported. Mr. Smith merely refers to all the investigations that are on foot already and intimates that the department will not be very likely to get around to tobacco for a considerable while.

It is perhaps just as well that all the trusts aren't to be put out of business at once. There would be too awkward a vacuum.

Advertising seldom sells goods directly. The burden upon advertising is to draw attention to the articles for sale, teaching the first lesson in prospective purchasing.

THE excitement and interest attending the inauguration, the war in the East, the Department of Commerce and Labor's investigations, etc., etc., is likely to be transferred to Mayfield, Ky., until a frightful error which was committed has been corrected and the peace of mind of the State as nearly restored as is possible under the circumstances.

In the vicinity of Mayfield is a farmer named W. B. Usher. Somehow the hateful rumor has gained body that Farmer Usher was in the habit of GROWING TOBACCO. Try to grasp the awful significance of this gratuitous canard and then, after reading the ringing, manly defense which Mr. Usher wrote for publication dismiss, if possible, the subject from mind. He wrote:

I wish to correct an error as regards my actions in regard to tobacco growing. I have not grown nor had grown any tobacco since the year 1868. It is true I have permitted some children to grow some little crops in which I had no interest. I have said since the year 1869 I believed it sinful to grow it If that proposition should be denied I think I am fully able to sustain the affirmative. Now, brother farmers, I am sure you will not agree with me in all I have said, but you will please think about it; and while you are thinking about it, let me offer you another suggestion and that is, to reduce your acreage to about half and then you can raise more corn, more wheat, more hogs, etc., and that would not be sinful.

W. B. USHER.

Not even Socrates could have so aptly condensed the proposition into one predicate. Reduce your acreage to about half and that would not be sinful.

Philadelphia Tobacco Trade.

New Revenue Decision.

A decision of considerable importance has just been received from Washington by Collector McCoach, of this district, which in some cases will make considerable difference in the amount of revenue tax which must be paid.

Certain manufacturers have held that the wholesale price, or that which denotes the denomination of the stamp to be affixed, is the price which the jobbers pay to the manufacturer, and from this understanding it is probable that a recent complication regarding the stamping of a certain cigarette arose.

Under the present decision the determining price is that paid by retailers to jobbers, and collectors must act accordingly. The present cigarette tax amounts to 54 cents a thousand on brands which wholesale at $2 or less a thousand and $1 08 on those which cost more.

It is thus seen that if a cigarette goes to a jobber at $1 90 or $2, and the price the jobber pays is the price which determines the stamp, the collector is able to collect only at the 54 cent rate; whereas, if the cigarette for which the jobber pays $2 sells to the retailer at $3 or more, the Government by deciding this to be the wholesale price, can collect on the $1.08 stamps.

In the matter of the Khedivial Co.'s Orient, which the revenue department for a while thought might be wrongly stamped, it was said that the company gave as an excuse for using the 54 cent stamp the fact that the cigarettes were made for the company and paid for at he rate of about $1.90. The company was thus in the position of the jobber, and claimed the smaller stamp.

Under the present decision, the company will have to abide by the price which they make to the retailer or sub-jobber, which is more than $2.

The revenue department was of the opinion that jobbers were being employed in some cases so that the use of the $1.c8 stamp might be avoided, and consequently made the present decision, under which retailers will be held responsible for the proper stamping of the goods they offer for sale, in accordance with the price they pay for them.

New Cigar Brokerage House.

Norbert Popper and Alfred F. Goldsmith have formed a new brokerage firm known as Alfred F. Orera y Ca, with offices and salesrooms in the Heed building.

Both members of the firm are practical cigar men, having an experience covering twenty years, and they are already doing a very promising business, controlling the entire output of a large factory at Thomasville, Pa.

This firm will also control a number of their own brands, the leading ones of which are Excello, Franklin Inn and Mardonius.

Here and There With the Retailers

March has started off pretty fair for the retailers, and if there are not many more days like yesterday, trade will remain good. February was generally a month to be forgotten, and when the demand increased noticeably with the coming in of the windy month, the retailers began to cheer up. It was not solely a matter of weather, either, as there have been some unpleasant days already this month, but it is taken that the feeling of spring in the air is having the effect it always does. Unless March proves to be one of the old time winter months, the dealers figure that they will have every reason to be satified.

B. Frank Batten is back in the business again. Two or three weeks ago, Mr. Batten sprung a surprise on the trade by suddenly disposing of his store at Ninth and Arch streets, at a good figure. As soon as he was out, however, Mr. Batten felt like a fish on land, and securing a good opportunity to acquire the Powell stand under the Ridgway house at the foot of Market street, immediately closed the deal. He is now in possession, and will at once add substantially to the stock of the store.

The Waldorf-Astoria
WAC
Segar Company

ANNOUNCEMENT

WE BEG to call the jobbers' attention to our New York and Key West Factories. We have every facility to produce the finest CLEAR HAVANA SEGARS either under our own trade-marks or under private controlled brands.

Main Office and Humidors
Waldorf-Astoria Hotel
HANOVER BANK ARCADE, NASSAU & PINE STREETS
68 WILLIAM ST. COR. CEDAR ST. 487 BROADWAY COR. BROOME ST.
8 CORTLANDT ST. NEAR BROADWAY 643 BROADWAY COR. BLEECKER ST.
273 BROADWAY COR. CHAMBERS ST. 1 WEST 42ND ST. NEAR 5TH AVE.

A Quick Seller—

Quo Vadis 5¢ Cigar

We sell lots of them, and so will you, if you'll only give them a trial.

There is no better nickel cigar made than our "Quo Vadis"—every one is a fragrant, pure and satisfying smoke.

It's the kind of cigars your customers will call for again, and even the most fastidious men enjoy their fine aroma.

Besides the big, fat **Diplomaticos,** which we told you about already, we also make a more slender shape, a real handsome **Concha Especial.** Both are of the same good quality and of the same reliable workmanship—strictly hand made.

We'll be pleased to send you a sample box of one or both sizes, and to tell you about our **Special Introductory Offer.**

You may return the samples at our expense if not satisfactory, or we allow you their cost from your first order for a thousand "Quo Vadis"—thus you'll not risk anything either way. Write us today—we want your trade.

Alfred Eyer & Co., Cigar Mfrs., Allentown, Pa.

TOBACCOS THAT SELL.

"DARK HORSE"—The fruit flavored scrap chewing.
"SILVER MOON"—The best granulated smoking for either pipe or cigarette. The smoke for the man who knows
"BLACK THREADS"—The finest heavy, long cut smoking manufactured.
"SUN TIME"—A long cut smoking that always gives satisfaction.
"RED SETTER"—The natural leaf scrap smoking.
"SCOUT" and "OLE VIRGINY"—Good grades of granulated smoking.

UNION MADE

UNIVERSAL COUPONS packed in each package for the consumer. Also **FIVE UNIVERSAL COUPONS** in each carton of **"DARK HORSE," "SILVER MOON,"** and **"BLACK THREADS,"** for the retailer
Write us for samples and prices.

THE GEM CITY TOBACCO CO., DAYTON, OHIO.

Are you looking for a Good

PITTSBURG STOGIE?

"Jolly Fellows"

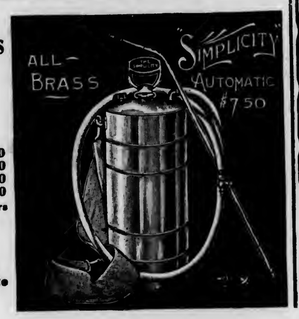
Hand Made IS THE NAME. Long Filler

MADE BY **Samuel Smith & Son,**
112-14-16 East Jefferson Street,
Special Prices to Jobbers
Mention Tobacco World
Allegheny, Pa.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.



DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

G. H. SACHS

Manufacturer of
Best Grade Seed and Havana Hand-Made CIGARS
245 NORTH CONCORD ST.,
Lancaster, Pa.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A. Wm. Arnold's No. 5 Tobacco Climber.
Hopkinsville, Ky.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers
LIMA, OHIO

E. Y. Sterner & Sons, the well known retailers at 20 North Twelfth street, report a very satisfactory business, one of the secrets of which is a good, clean stock and courteous treatment.

Sam Welsh, formerly of Tenth and Chestnut streets, who later conducted a retail store at Buffalo, where he was burned out, is again among his old friends here looking for a good central location for a store.

With Manufacturers and Jobbers.

February was more or less of a Jonah for the manufacturers as well as other branches of the trade, and the books for this month in the majority of cases don t make much of a showing against the January volume of business. There were so many causes for this, however, that it is not taken to have any significance on the coming year, and as March has already commenced better, there is no great dissatisfaction. The stagnation in the retail trade was of course bound to be sharply felt by the manufacturers, who now believe that the worst is over. Collections are annoyingly slow, but this is the case everywhere and will be remedied with the other causes of complaint.

Death of Edward Batchelor.

With the death of Edward Batchelor at his residence, 886 North Sixth street, there passes the oldest cigar manufacturer in Philadelphia, the founder of cigar factory No. 1, who though he has not been actively engaged in the manufacture of cigars for some years, was known to all the older members of the trade in this section.

Mr. Batchelor was born on September 22, sixty-eight years ago in Philadelphia. His mother was the descendant of an old Colonial family, while his father was English. The boy was given a grammer school education and then entered business, being contented as a starter with the munificent wage of $1 a week.

This did not last long, though, as the boy, full of ambition, worked himself up in his employer's esteem. He became very familiar with the tobacco business, and about a half century ago founded a factory on Market street above Eighth. He developed this plant until he had by far the largest factory in Philadelphia. Batchelor's "Bumblebee" a five cent cigar, captured the market as completely, in proportion, as the Cinco now has it, and the business grew to great dimensions.

Of recent years this business has been carried on by Mr. Batchelor's son, the factory now being situated at 459 North Orianna street. For some years Mr. Batchelor also engaged in the leaf business in Water street, but retired from that when he became interested in real estate which formed the site of what is now known as Avon by the-Sea, and which was founded as a resort, by Mr. Batchelor, who named it Key East after one of his successful brands. The name was changed later, but its founder continued to devote his time and ability to it, and at the time of his death was president of the Avon-by-the Sea Land and Improvement Co.

The funeral services took place Friday afternoon from the residence, interment being made in Central Laurel Hill. A widow, a son, Edward C., and a daughter, Mrs Charles G. Willis, survive.

Change in El Provedo Firm.

In recognition of practically eighteen years of faithful attention to his employers' interests, Harry N. Goldsmith, who is extremely well known in the Philadelphia trade, has been appointed the senior member of a firm which will constitute the Eastern distributors of the El Provedo Cigar Manufacturing Co. The other member is Max S. Arndt, who has been connected with Julius Hirschberg & Bro., leaf dealers, of North Third street.

The new firm affects the status of the El Provedo Co. in the business world only as an enlargement, which has really been necessary for some time as the result of increasing Western business. The company's business will be transacted from the same address on Fourth street, and as Mr. Goldsmith has been the right hand man in the establishment for years, the change will not be greatly noticeable except for the fact that he will have a freer hand to develop his end of the business. The entire East will be covered from this point.

Mr. Goldsmith has been connected with the El Provedo Co. since its inception 12 years ago, and was with C. C. Rosenberg, one of the members of the Company, for six years before that.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

M. H. Clark & Bro Cable Address "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY.
Clarksville, Tenn.

IMPORTANT!!!

Our New Shipments of

LIGHT FLORIDA Sumatra Wrappers

ARE IDEAL in every respect.
We believe we can show you a Surprise in FINE QUALITY and LOW PRICES.
Call or Write, and you will be Convinced.

Florida Tobacco Co.

No. 131 Maiden Lane, New York Telephone "5276 John"

Plantations---Quincy, Florida.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

Sig. C. Mayer, of Sig. C. Mayer & Co., has just returned from a very successful Southern trip. Mr. Mayer had to cut his trip a little short on account of a double abscess on the drum of his right ear, causing him great pain and seriously threatening his hearing. This new firm has so far met with gratifying success, and are already receiving duplicate orders by mail.

John Boltz, of Boltz, Clymer & Co., who recently returned from Cuba, has started on a Western trip to be gone five weeks.

"44 Cigar Co., Inc."

B. Lipschutz, manufacturer of the popular "44" 5 cent cigar, has incorporated his business under the laws of this State. The new firm is known as the "44 Cigar Co., Inc.," and has the following officers: B. Lipschutz, president and treasurer; I. Saeger, secretary; M. Funck, Sol Lipschutz and Sarah Lipschutz, directors.

E. M. Schwarz & Co., cigar manufacturers of Seventy third street and Second avenue, New York, are being kept busy at the Philadelphia offices which the firm has recently opened at 60 North Fourth street.

Finley Acker Co. is making arrangements to occupy the old Bailey, Banks & Biddle building at Twelfth and Chestnut street, into which they will move as soon as the interior is properly prepared. Mr. Acker pays an annual rental of $24,000 for his new address, and promises that he will have the finest store of its kind in Philadelphia. Arrangements are being made to have a particularly complete cigar department, and strong bids will be made for this end of the trade. It is expected that considerable of a box trade will soon be developed. There will also be an elaborate cafe.

The question is not whether to advertise, but how to advertise most successfully. Advertising not only brings trade—it directs trade; it creates trade.

Leaf Dealers' Jottings.

There is still an average fair demand in the leaf market, especially in Havana and 1903 Connecticut, but the trouble some question of price is holding up many deals. Stocks are low in many instances, and the men on the road have hard work getting to their customers when there is any driving to be done. It is reasonable to hope that the reasonable to hope that the roads will be open in a short time now, and there will be an immediate improvement. With Havana, it is not so much a question of how much to sell as how little. There is by no means a great abundance for everybody, and the dealers are doing the best they can to suit all their regular customers under the circumstances.

Dotts & Keeley Again Robbed.

For the second time within six weeks, the establishment of Dotts & Keeley, leaf dealers on Second street, was entered by burglars, and for the second time the intruders retired without getting enough to repay them for their risk. When Mr. Keeley reached his office this morning he found the place in great disarray and discovered that the thieves had entered by a rear window of the second floor, had hastily gone through the desk, and finally taken a suit case full of leaf samples which were ready to be expressed to Mr. Dotts, who is on the road in the South. They then went down stairs and rifled the cash drawer in the office of an oil merchant, securing something like $5. Mr. Keeley thinks they are the same men who broke in before.

The Philadelphia Leaf Tobacco Board of Trade will hold its annual meeting on March 14, in the Harris club. The meeting will be called to order at 3 o'clock, when officers will be elected for the ensuing year.

Harry Dolinsky, of H. Dolinsky & Son, leaf dealers, left for Connecticut on Monday to be gone about a week.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEARERS.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binder
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER. PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA and much Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Leaf Tobaccos
Main Office:
Lancaster, Pa.
Warehouses: Lancaster and Red Lion, Pa.
We make **Scrap** Filler **Ready for Use.**

THE JOHNS-BRASH CIGAR CO.
Manufacturers of the Celebrated
"UNCLE DAN"
Absolutely
Hand-Made
LONDRES AND PERFECTO SHAPES
Main Office:
Lancaster, Pa.
EDW. M. BRASH,
Sec'y & Treas.

E. A. Calves, of E. A. Calves & Co., who has been in Havana for some weeks replenishing the firm's stock, will arrive in this city today and has the satisfaction of having obtained what he wanted after the exercise of considerable hard work and patience in searching the market. M. Myers, of this house, has just returned from a trip through New York State from where he turned in a satisfactory amount of business, although he had no little difficulty in getting around.

A. Pareira, of D. Pareira & Co., leaf dealers, fell down a flight of steps, at his home last week, and sustained severe and very painful injuries. Mr. Pareira is a heavy man and may perhaps consider himself fortunate that his accident did not result even more disastrously. He is still confined to his home.

M. H. Myers, well known on Third street, is now on the road for Kohlberg Bros. & Ruthenberg, of 131 Water street, New York. He will have as his territory Pennsylvania and part of New York State, where he is thoroughly at home.

With L. P. Kimmig & Co. there may be said to be more demand than the firm has goods. Mr. Kimmig has inquiry everyday which he is really unable to meet owing to low stocks in certain grades, although in others he has enough to keep him busy.

B. Labe, of B. Labe & Sons, is in Amsterdam to attend the Sumatra inscriptions and will tell his sons how things look to him, by cable, the last of this week. This firm always manages to get its share of the best Sumatra there is to be bought.

SPECIAL NOTICE.
(12½ cents per 8-point measured line)

IMPORTANT NOTICE.
ALFRED F. ORERA y CA.
Have Opened Offices and Salesrooms as
CIGAR BROKERS
At 417 Heed Building, Philadelphia,
Where they will be pleased to meet the manufacturers and explain their methods.
They respectfully invite correspondence with First District Pennsylvania Manufacturers. 3-8-a

---

CIGAR FACTORY
Building Complete,
FOR RENT
in good section of
First District of Pennsylvania
Capacity of **25 Experienced Cigarmakers,** and **35 hands available,** including foreman. For further particulars Address,
FACTORY,
Care of Box 112,
The Tobacco World, Phila.
1-25ca

WANTED—A cigar salesman with established wholesale trade. Address Box 103, care Tobacco World. 3th

---

SITUATION WANTED by an experienced cigar salesman. Good references, etc. Address Salesman, Box 104, care Tobacco World c

---

BROKER WANTED FOR EAST AND South; fine line of cigars from fourteen up; must have good reference. Address Box 105, care of The Tobacco World Philadelphia. 3-1h

W. K. GRESH SONS' "RECORD."

The well known cigar manufacturers of Norristown have placed a new brand of cigars on the market, which is as unique as it is good, and which embodies the experience of a life time devoted to the study of the trade.

This firm can say of this package what probably no other can—that every part is made by them under one roof with the single exception of the U. S. revenue stamp. This guarantees patrons all that experience can put into a cigar for the money, three for a quarter.

G. W. Hall, of Scranton, who proudly holds the record of selling more Pathfinder cigars last year than any other man in the United States is very successfully representing this firm through the coal fields, through C. P. Wentz Co.

The package is gotten out in green, gilt and red, and is very artistic. The paper flap over the cigars is green, stamped with a red monogram seal and bears the embossed signature "W. K. G. & Sons." The label consists of a white scroll on a green back ground, the scroll bearing the brand name, "Record" in red, under which is the line, in black, "the result of a life time experience." The whole has a very pleasing effect.

LANCASTER MARKET THE SAME.

Crop is Nearly all Bought Up and Buying Season Practically Over.

Lancaster, Pa., March 6.

The local leaf market has undergone little or no change during the past week; there is ample inquiry for old goods but the stocks are so vastly depleted that business has naturally been effected.

The cigar industry for the month of February shows an expected falling off in output. Of course it was not only a short month but there were a number of holidays all of which had its effect.

The total output for the month was 54,922,000, which was about 2,785,000 less than during January and 2,765,000 less than during February of 1904, but the output for the two months of the present year is still nicely ahead of the corresponding period of last year.

The buying season seems to be drawing to a close as the crops are pretty closely bought up.

Terree S. Bitzer, a well known local tobacco buyer, who for several years past had been in the employ of Morris Levy, the Lancaster representative of the United Cigar Manufacturers, was asphyxiated by escaping gas some time during Saturday night. For some years past he had boarded at the Sorrel Horse Hotel. He retired to his room shortly before twelve o'clock on Saturday night, and was not seen again until the escaping gas was first noticed by an employe of the Hotel who discovered the lifeless body. Coroner Witmer decided the case to be one of accidental death.

One of the important transactions in the local leaf market last week was a sale of 385 cases mostly of 1903 Pennsylvania seed, made by W. R. Cooper & Co.

Raymond Heiland, a son of John F. Heiland, of Meiskey & Heiland, recently entered his father's employ, and is now representing Meiskey & Heiland and John F. Heiland & Co. on the road.

I. H. Weaver leaves tonight for Elmira, New York, where he will receive in the next day or two about 100,000 pounds of tobacco which will be brought to Lancaster for packing

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for
Choice Escojidas of
Remedios, Santa Clara
and **Manicaragua,**
Vuelta Abajo and Partido Factory Vegas
of Various Sized Lots

LOEB-NUNEZ HAVANA CO.

Packers of

Havana Tobacco

CONSULADO 142 and 144,
Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

THE TASTE TELLS **QUATILITY** 5¢ CIGAR Yes! it is Different

THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.: THE UNITED NEWS CO. PHILA. Genl. Distrib's.

TOBACCO NEWS OF NEW YORK

(Concluded from page 12)

and T. J. Donigan were unable to be present and so missed a treat, but the chair was gracefully occupied by Vice-President Fred B. Aschner, who welcomed everybody. There was a good entertainment provided by talent right in the trade, punctuated with speeches by S. J. Freeman, H G. Silverstone, W. J. Joyce, a former president of the Boston local; I. W. Jacobson, B. F Kurtz, C. Blayney, and a number of others. Of course there were refreshments.

• • •

Speaking of the local association it is well to make mention of the appointment of A. D. Scholz, as manager of the sales department, vice John C Rue, who resigned. Mr. Scholz has been working under Mr. Rue's direction for some weeks preparatory to the latter's departure, and his acquaintance with the local trade will help him greatly in his work.

• • •

On May 1, the A. Schulte successors will add another store to their chain by opening the stand at Broadway and Cortland street, which was one of the United Cigar Co.'s original stores It was the first Broadway store opened by that concern and has generally been regarded as a profitable stand. The Schulte people now have an establishment at Broadway and Liberty street, which is near by.

The United Cigar Stores Co. cannot be considered as cutting down, however, as they are acquiring new locations constantly and expect to open the place at Broadway and Wall street on May 1. A branch was opened on East Forty-second street about a week ago, another one on Fourteenth street is in hand, and it is understood that the company has quite a number of others immediately in prospect.

• • •

J. Edward Cowles, well known as manager of the cigar department of Austin, Nichols & Co., has recovered from his troublesome illness and is back at work looking after the good prospects of the year.

At the annual meeting of the board of directors and stockholders of the Galiano Havana Co., Fred Wilcox was reelected president of the company.

H. and H. M. Duys, and Howard L. Kinney, Western representative of H. Duys & Co., are on their way to attend the Sumatra inscriptions. A return will be made in April.

Ludwig Lasker, known by everyone in the trade, is traveling through the South, and will be gone quite a while.

John H. Goetze, of John H. Goetze & Co., will sail on March 21 for Amsterdam, to attend the inscriptions. The offices and salesrooms of the firm have just been removed from 190 Pearl street to 140 Maiden Lane.

The Montauk Cigar Co., which manufactures Association Seal Cigarros, will on May 1, move its factory to 72-76 Fulton street where there will be much more room.

• • •

F. R. Hoisington, President of the Cayey Caguas Co., of New York, is in Porto Rico looking after that end of the company's business. Mr. Hoisington expects to be back in town by the 13th of this month.

BOSTON TRADE QUIET AGAIN.

A Number of Brands are Being Well Pushed by Salesmen, Though.

Boston, Mass., March 5.

Trade was again quiet for the week past, the retailers and jobbers alike complaining of dull business.

J. N. Finkelstein expects to have his new cigar store in the Post Office Square building opened for business by March 15.

M. Reisner, representing B. Levison, manufacturer of briar pipes, New York, is making his headquarters at the Quincy House here with an extensive line of pipe samples and novelties.

J. B. Bruce, of the Mt Vernon Cigar Manufacturing Co., Seven Valley, Pa., is here showing samples of their various brands.

R. L. Cleveland, of Danvers, Mass., has been advertising in the local papers that he wants cigar salesmen in every city to sell 40 year old Havana cigars bearing the revenue stamp of 1867.

N. Brenner, of 34 Bedford street, sold his cigar store this week to A. Cunco.

Invitations are out for the Barmitzvah of Edward Wollenberg, son of the popular Tremont street tobacconist.

L. Cooper, retailer of Cambridge street, has an elegant window display of Kozy cut plug this week.

W. A. Wile, a former tobacconist of East Boston, has acquired the cigar and periodical store under the Hotel Rexford on Bowdoin street.

L. A. Marget, a cigar manufacturer in Chelsea, has been granted a liquor license

FLOR DE MANCHESTER
. . . 5-Cent Cigars . . .
and
MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market, are made by the
MANCHESTER CIGAR MANUFACTURING CO.,
of Baltimore, Md.
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.

GEO. STEUERNAGLE,
Manufacturer of
THE CELEBRATED

Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
2103 Penn Ave., Pittsburg, Pa.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

The PROGRESS
SHORT FILLER
Bunching Machine
For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

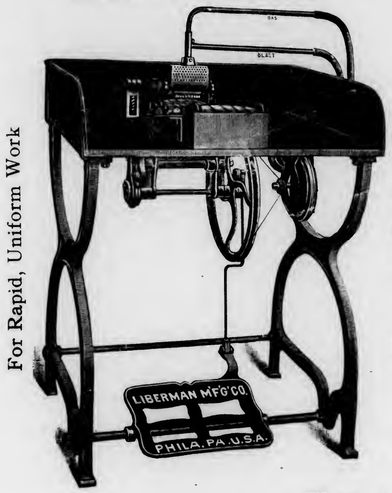
Manufactured by

N. H. BORGFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE



For Rapid, Uniform Work

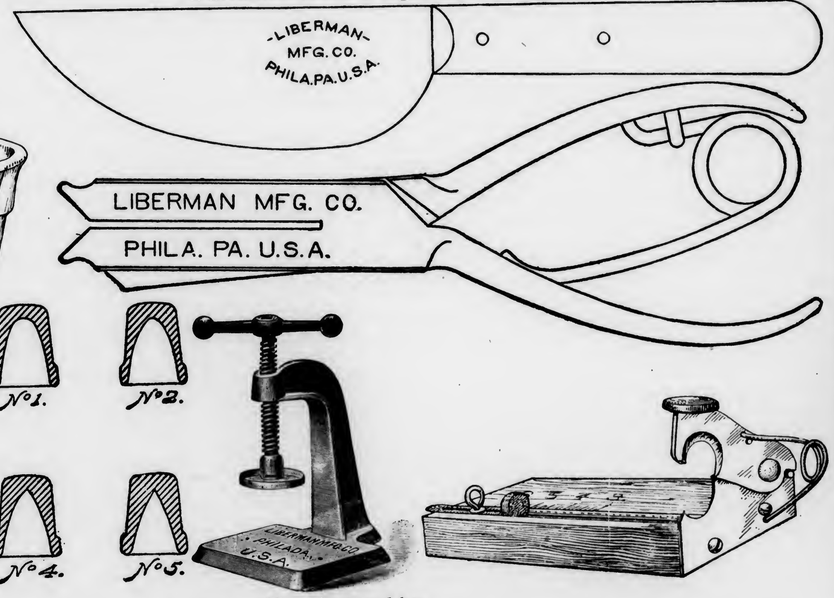
Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade



Manufactured by

Liberman Manufacturing Company
240--42 North Third Street, Philadelphia
New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

SCHUTTE & KOERTING CO.

PHILADELPHIA, U. S. A.

Twelfth and Thompson Streets.

SCHUTTE--KOERTING MOIST VENTILATOR,

used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time, without deterioration. The principal advantages are:

1. **Low cost and simplicity.**
2. **Cost of maintenance is nothing, being operated by city water pressure.**
3. **Needs no attention.**
4. **No drip occurs; humidity uniform.**

Correspondence Solicited.

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,
LANCASTER, PA.

Manufacturers of

High Grade

Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—*The* **Bear, *The* Cub, Essie,** and **Matthew Carey.**

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

and intends operating a very fine saloon at the corner of Bivay and Congress avenue in that city.

Max Cohen, of the Boston Courier Cigar Co., reports a steadily increasing trade for the Boston Courier 5 cent cigar, and has lately put on ten more cigar-makers so as to be able to fill all orders promptly.

R. L. Armstrong, with the American Tobacco Co., is here with a corps of salesman placing Recruit, a 1⅔ oz. granulated tobacco, and Sledge, a 16 oz. chewing plug, both new goods in this market.

R. Barrett, also with the American Tobacco Co., has been spending a few days with us looking after the sale of Cremo cigars.

Alfowich Bros. are kept busy with the Trixters, of which they are the sole distributors here, and have same well placed.

S. A. Frank, with L. Miller & Sons, New York, was kept very busy the early part of the past week on account of the deal on Leroy's Little cigars, terminating March 1. He secured orders reaching almost a quarter of a million.

Larus Bros. Co. have issued a circular announcing a combination offer to which is given gratis a handy bread and cake box.

BEN ALI.

CHICAGO TRADE SATISFACTORY.

Association Stamps Are Now Being Used Extensively.

Chicago, Ill., March 4, 1905.

There is little to indicate any decided change in trade conditions, which, at this writing, seem very satisfactory with the majority during the past week.

The officers of the Cigar Dealers' Association of America report a very pleasing progress in the use of Association stamps among manufacturers. Twenty-five of the leading firms of the country have agreed to put the stamps on their entire product, and the good habit is on the increase. The Association also has in prospect a steady income of sufficient proportions to enable it to pursue its work vigorously and on larger lines than ever before.

John W. Rowe, the popular Northern Illinois salesman for Strater Bros., is visiting the firm at Louisville, Ky., and will soon return, with renewed inspiration, to increase his firm's popularity throughout his accustomed territory.

Albert Breitung leaves today for an extended visit to California.

I. M. Lederer, the popular representative of M. Stachelberg & Co., has gone to San Francisco and will tomorrow make a Miss Wilson, of that city, his bride. Mr. Lederer has hosts of friends whose good wishes will attend him on that journey and await his speedy return.

President H. B. Steele, of the Steele-Wedeles Co., leaves today for a three months' trip to European points.

Otto Schrader and Jacob Benner have returned from their enjoyable trip South and are again shaking hands with friends in their respective places of business.

J. J. Dolan returned several days ago via the New Orleans route from a very pleasant three weeks' sojourn in sunny Southern ports.

W. R. Sprague, of Sprague, Warner & Co., is away a few days in Tennessee, having been called there on the sad mission of the sickness and death of his mother. Mr. Sprague is expected home early next week.

H. E. Havemeyer, K. Cowan and R. H. Ross, have incorporated the Turban Company, and will shortly begin the manufacture of a high grade cigarette. The new company will announce further progress in the near future.

A. Boyd Wilson, of Truiillo & Co., Key West, has been among late callers in the trade.

H. Nathan, of the Loeb-Nunez Havana Co., leaf house, has been among the trade several days.

Wm. Best, Jr., of Best & Russel Co., is in Dallas, Texas, superintending the opening of a branch house at that point.

The Leaf Tobacco Board of Trade will have its annual meeting next Tuesday.

Jose Pendas, of Y. Pendas & Alvarez, has been visiting in trade circles during the week.

E. R. L.

I. LEWIS & CO. **GOLDEN EAGLE.** *I. LEWIS & CO.*

I. LEWIS & CO. **Golden Eagle Cigars.** *I. LEWIS & CO.*

"A SCREAMER"

The above fac simile **"Golden Eagle"** package represents the new style packing of our celebrated brand.

The **"Golden Eagle" Cigars** will be ***THE BEST ever offered to the American Public,*** and will please the discriminating consumer. They are Extra Large, Havana Blend, and Perfect Workmanship.

Newark, N. J.

I. Lewis & Co.

P. S.—Would be pleased to book your orders for early delivery, either direct at factory, or with **Z. JOHN NORRIS,** at our Philadelphia Office, **111 Market Street.**

I. LEWIS & CO. **GOLDEN EAGLE.** *I. LEWIS & CO.*

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office 573 Bourse Bldg.
H. S. STRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.

Manufacturer of
High-Grade
Seed and Havana
CIGARS

Correspondence Invited from Responsible Houses.

F. B. SCHINDLER

Manufacturer of
Fine Domestic
Cigars
Red Lion, Pa.

JOBBING TRADE
SOLICITED

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
CAPACITY
75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION MADE
5¢ 5¢
MANUFACTURED BY A. B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFES CHOICE 5¢
POINTED ARROW · SHARP KNIFE
··· VAMPIRE ···

LITITZ LITHOGRAPHIC COMPANY.

Lancaster Lithographing Co. is Embodied in New Concern.

The Lancaster Lithographing Co., of which J. E. Hertgen, is proprietor, will go out of existence in the course of the next few months. Mr. Hertgen has just completed the formation of the Lititz Lithographic Co., with a capital stock of $50,000, which will take over his business. An organization was effected as follows last week: President, Dr. J. C. Brobst; vice-president, P. B. Bucher; secretary, J. E. Kisling; treasurer, H. Reist, Lancaster. J. E Hertgen is general manager. The plant has been in existence for fourteen years at Lancaster, and did a business of $60,000 annually, but the limitations of space and special inducements offered by Lititz capitalists convinced Mr. Hertgen that he could double the capacity of the plant by moving it to Lititz.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending March 6, 1905.

Havana—Jas. E. Ward & Co, 6 cases cigarettes; Gillespie Bros, 20 bbls do.; Jas. E Ward & Co, 4 cases cigars; Hijos J. Veduga, 1 box do.

Liverpool—American Tobacco Co, 10 cases tobacco.

Porto Rico—Porto Rico Cigar Co, 2 cases tobacco; American Tobacco Co, 2 cases cigarettes.

San Juan—Durlach Bros, 11 bales tobacco.

SUMATRA TOBACCO.

Str. Rotterdam, arrived March 1:
(77 bales.)

G Falk & Bro	29 bales
H. Duys & Co	24 "
Otto Malchow & Co	19 "
Herz Bros	5 "

HAVANA TOBACCO.

Str. Morro Castle, arrived March 1:
(2,978 bales; 33 bbls.; 15 cases.)

B. Rosenbluth	515 bales
Lewis Sylvester & Co	297 "
J. W. Merriam & Co	236 "
A. Pazos & Co	201 "
M. Alvarez	200 "
Wicks & Co	186 "
Jas. E. Ward & Co	146 "
Mendelsohn, Bornemann & Co	108 "
Ernest Ellinger	107 "
F. Miranda & Co	103 "
E. Rosenwald & Bro	90 "
F. E. Fonseca & Co	87 "
I. Bijur & Son	78 "
American Cigar Co	70 "
S. Ashner	63 "
Rothschild & Bro	56 "
E. Hoffman & Son	54 "
F. D. Grave	50 "
Victor Lopez	49 "
S. L. Goldberg & Son	39 "
Leonard Friedman & Co	35 "
G. Salomon & Bro	33 "
Mer. Des. & Trans. Co	27 "
G. V. Watson & Co	25 "
A. Blumlein & Co	20 bales
R. M Blake & Co	18 "
A. Cohn & Co	17 "
Keiser & Boasberg	15 "
W. H. Stiner & Co	13 "
A. Murphy & Co	10 "
Manuel Alvarez & Co	10 "
Hinsdale Smith & Co	9 "
Herz Bros	6 "
Manuel Garcia	5 "
E. Regensburg & Sons	30 bbls.
Jas. E. Ward & Co	3 "
Jas. E. Ward & Co	15 cases

Str. Esperanza, arrived March 4:
(236 bales; 42 bbls.)

J. W. Merriam & Co	105 bales
J. Rosenberg & Co	39 "
Jas. E. Ward & Co	33 "
R. A. Jenkins & Co	31 "
F. Eckerson & Co	23 "
A. Murphy & Co	5 "
Jas. E. Ward & Co	36 bbls
S. Ruppin	6 "

HAVANA CIGARS.

Str. Morro Castle, arrived March 1:
(630 cases; 3 boxes)

Jas. E. Ward & Co	372 cases
Havana Tobacco Co	182 "
Park & Tilford	18 "
National Cuba Co	13 "
Wm. H. Stiner & Son	10 "
G. S. Nicholas	10 "
Calixto Lopez & Co	7 "
Acker, Merrall & Condit Co	4 "
C. D. Stone & Co	4 "
M. D. & T. Co	2 "
E. A. Kline & Co	2 "
Can. Pacific R. R. Co	2 "
Samuel Hermanos & Cummings	1 "
G. Amsinck & Co	1 "
Victor Lopez	1 "
Lewis Sylvester & Co	1 "
Cuban & Pan-Amer. Exp Co	3 boxes

PORTO RICAN CIGARS.

Str. Caracas arrived Feb. 28:
(298 cases)

American Tobacco Co	142 cases
Durlach Bros	38 "
Am. W. I. T. Co	28 "
West Indies Cigar Co	23 "
Mateo Rucabado	15 "
Arguelles, Manrique, Sola & Co	12 "
Order	11 "
Cayey Caguas Tobacco Co	8 "
G. W. Sheldon & Co	7 "
A. M. Seixas	4 "
C. Mendez	3 "
Austin, Nichols & Co	2 "
DeFord & Co	2 "
M Menendez & Co	2 "
Rojas, Perez & Co	1 case

Str. Coamo, arrived March 4:
(226 cases; 1 box.)

American Cigar Co	96 cases
Durlach Bros	33 "
American W. I. T. Co	21 "
United States Cigar Co	13 "
Cayey Caguas Tobacco Co	10 "
Order	10 "
F. Bonilla & Co	8 "
De Ford & Co	7 "
G. W. Sheldon & Co	6 "
Arguelles, Manrique, Sola & Co	5 "
Rojas, Perez & Co	4 "
G. Preston	4 "
Antilles Trading Co	3 "
F. J. Palmeri	2 "
Porto Rico Cigar Co	2 "
Manuel Menendez & Co	1 case
J. J. Hebler	1 "
American Express Co	1 box

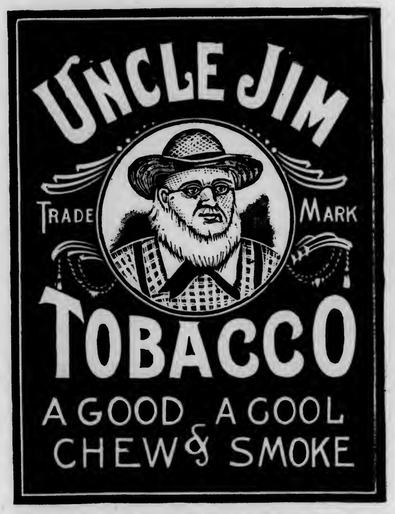
OUR TWO BIG SELLERS

We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

Union-Made.
None Genuine Without Signature.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

GEORGE W. PARR
Littlestown, Pa.
MANUFACTURER OF
High-Grade Cigars

Goods sold to Jobbers only.
Correspondence Solicited.
A Medal was Awarded at the World's Fair, in St. Louis, in 1904, on our

FERNSIDE 5-CENT CIGAR

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks--Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

IMPORTANT TO CIGAR DEALERS

The American Tobacco Co. is making a special drop shipment of CREMO cigars (Perfecto style), for account of their customers, in an attractive HUMIDOR containing 3,000 CREMO Perfectos 1/20's.

This very useful package for keeping cigars in perfect order for any length of time is sure to be appreciated by dealers who realize the importance of not only buying good cigars, but keeping them good until they reach the consumer.

You can secure this HUMIDOR containing 3,000 CREMO cigars of your jobber for $105.00, less 10% trade and 2% cash discount.

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

IN RESPECT TO MOSES KROHN.

Ohio Leaf Association Adopts Memorial Resolutions.

The Ohio Leaf Tobacco Packers' Association has adopted memorial resolutions in recognition of the recent death of Moses Krohn, president of the Miami Valley Leaf Tobacco Co., and who was one of the most prominent members of the cigar leaf trade of this section. He was also well known throughout the country. The resolutions are as follows:

Whereas, It has pleased Almighty God in His infinite wisdom to call from our midst our beloved and respected member to take the long journey from which no traveler returns, and

Whereas, His exemplary life and character were such as to be forever held in our memories with the greatest respect and esteem, and

Whereas, It is our duty to express our admiration of those sterling qualities shown in his long, active and successful life, therefore, be it

Resolved, That this association through the death of its beloved member, Moses Krohn, has met with an irreparable loss, and desires to express to those held dear to him by family ties our deep regard for him, and to extend to them our most sincere sympathy, and

Resolved, That a copy of this resolution be spread on the minutes of this association, a copy be sent to the trade journals, and a copy be presented to his family.

THE OHIO LEAF TOBACCO PACKERS' ASSOCIATION
John L. Brenner, President.
W. J. Lukaswitz, Secretary.

MR. MOSES KROHN.

Mr. Krohn died in Cincinnati on February 26, at his son-in-law's residence. He was 65 years old, and was one of the best known manufacturers in the country. Lately he had given considerable time to the clothing business. His death was the result of a complication of diseases, which ended in pneumonia.

Mr. Krohn was for years head of the Cincinnati firm of Krohn, Feist & Co., which has not been in existence for nearly ten years. He organized the Miami Valley Leaf Tobacco Co., with headquarters at Dayton. He was president of this company at the time of his death, and was recently elected vice president of the National Cigar Leaf Tobacco Board of Trade, later declining the presidency.

Mr. Krohn was prominent in various movements instituted to benefit the trade, and in this way gained a wide circle of friends and acquaintances. His brother, Lewis Krohn, is a prominent Cincinnati retailer. Large delegations from various organizations with which Mr. Krohn was connected were present at the funeral.

BRITISH MATCH PRICES UP.

An Increase of 30 Per cent Made in Paraffins.

With the hope that it will prevent indiscriminate cutting, the largest manufacturers of matches in Great Britain have given notice to jobbers and retailers that they must stand for an advance of 30 per cent in prices on domestic matches.

There was an increase about a year ago in the price of wax vestas, the excuse given at the time being the high price of cotton which is used in the manufacture, and of this increase the consumer stood very little. The dealers were able to make less profit and accordingly pushed the sale of what are known as pine lights.

The present increase, concerns paraffin matches which strike anywhere, the safety match remaining the same price.

Heretofore the consumer has obtained a dozen boxes of English made paraffin matches for three half-pence. Each box contains sixty matches, so that the cost amounted to 240 lights for a half-penny. The price on paraffin matches to the consumer will after this be two-pence for a dozen boxes instead of three half pence.

The Irish Tobacco Trade Journal says: "The reasons for the advance, as stated by the director of a firm of London importers, are that the manufacturers have determined to put an end to the "cutting" which has been playing havoc with the trade, and the increase in the prices of raw materials, such as chlorate of potash and wood.

"The Rosebank Match Co., of Capetown, which is controlled by Messrs. Bryant and May, who in turn have been absorbed by the Diamond Match Co., of the United States, has concluded arrangements for the purchase or, as the directors prefer to call it, the consolidation of the principal match manufactories throughout South Africa. The two or three principal firms in the country have been absorbed lock, stock and barrel, and several smaller match-making businesses have been acquired for the purpose of closing them down.

The man who puts ten dollars in an advertisement and expects to get it back before the ink is dry on the paper which holds it, is as badly deceived as the farmer who depends upon getting his money for the season's crops before the tops are an inch out of the ground.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 Marietta, Pa. Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO

C. RUPPIN---LANCASTER, PA.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses--- West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

Trade-Mark Register.

UNCLE ELI 14,707
For cigars, cigarettes, cheroots and stogies Registered Feb 21, 1905, at 9 a m, by Cnas E Althoff, Hanover, Pa

REGENT'S CHOICE, EACH ONE GET ONE 14,709
For cigars, cigarettes, cheroots, stogies and tobacco Registered Feb 21, 1905, at 9 a m, by Fothergill & Martin, Philadelphia, Pa

UNION SPIKES 14,710
For cigars, cheroots and stogies Registered Feb 21, 1905, at 9 a m, by A B Clime, Terre Hill, Pa

UNION HAVANA SPIKES 14,711
For cigars, cheroots and stogies Registered Feb 21, 1905, at 9 a m, by A B Clime, Terre Hill, Pa

GLASS FINISH 14,712
For cigars, cheroots and stogies Registered Feb 21, 1905, at 9 a m, by A B Clime, Terre Hill, Pa

GLASS GUARD 14,713
For cigars, cheroots and stogies Registered Feb 21, 1905, at 9 a m, by A B Clime, Terre Hill, Pa

LITTLE KNICKS 14,714
For cigars and cigarettes Registered Feb 2 , 1905, at 9 a m, by E & A Frankel, Brooklyn, N Y

ORO HONDO 14,715
For cigars, cigarettes, cheroots, stogies and tobacco Registered Feb 27, 1905, at 9 a m, by James McGaughey, Philadelphia, Pa

CUBAN LEAGUE 14,716
For cigars Registered Feb 27, 1905, at 9 a m, by E Montero, Philadelphia, Pa

CUBAN POSTAL 14,717
For cigars Registered Feb 27, 1905, at 9 a m, by E Montero, Philadelphia, Pa

EVERY SATURDAY'S SPECIAL 14,718
For cigars Registered Feb 28, 1905, at 9 a m, by A P Snader, Ephrata, Pa

SEMI HAVA 14,719
For cigars Registered Feb 28, 1905, at 9 a m, by J Milton Althouse, Reading, Pa

DUTCH ZIMM 14,720
For cigars Registered Feb 28, 1905, at 9 a m, by J Milton Althouse, Reading, Pa

SPECIAL DELIVERY 14,721
For chewing and smoking tobacco Registered March 3, 1905, at 9 a m, by the Wholesale Tobacco Dealers' Association of Philadelphia, Philadelphia, Pa

DOCX 14,722
For cigars, cigarettes, cheroots, stogies and tobacco Registered March 3, 1905, at 9 a m, by the Wholesale Tobacco Dealers' Association of Philadelphia, Philadelphia, Pa

GENERAL STIRLING 14,723
For cigars Registered March 3, 1905, at 9 a m, by the Enterprise Cigar Co, Trenton, N J

METAL TIP 14,725
For cigars, cigarettes, cheroots, stogies and tobacco Registered March 3, 1905, at 9 a m, by Frank Telcher, Cincinnati, O

QUEEN CITY TWINS 14,726
For cigars, cigarettes, cheroots, stogies and tobacco Registered March 3, 1905, at 9 a m, by Frank Telcher, Cincinnati, O

MARKET HALL 14,727
For cigars, cigarettes, cheroots, stogies and tobacco Registered March 3, 1905, at 9 a m, by Frank Telcher, Cincinnati, O

REJECTIONS.

Mikado, House of Lords, Mutual Friends, Companions, Trix, R Cade, Phone, Bestovall, Overall, Pitro, Silver King, Royal Oak, Our Mutual Friends, I Go, U Bet, Cuban Colors, Cuban Club, Town Talk, Foxy Grandpa, First Principal, Liberty Bell, Lew Wallace, Jay Cooke, King Arthur.

TAX ON TOBACCO SHIPPED FROM CITY WOULD BE HARDSHIP.

Henderson, Ky., March 4.

Tobacco dealers of this city consider the tax of fifty cents a hogshead on all tobacco shipped from the city a hardship and have petitioned councils to rescind its recent action inserting the tax item in the special license ordinance.

The protest was submitted at the last meeting of council and signed by a majority of the dealers who pleaded that a continuation of the tax would work a great injury. After considerable discussion the matter was referred to the finance and ordinance committees who will report at another meeting. It is considered probable that the tax will be lessened if not abolished.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Choice of the Market
10 ¢

5 ¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
LEAF TOBACCO
Shade-Grown SUMATRA, in Bales
We make SCRAP Filler, Ready for Use.
Phones { York, No. 180. Bell, No. 1878. } 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

OLD SALESMEN'S MUSINGS.

(Concluded from page 5)

him he would have to, and, anyway, the anti cigarette people don't lay much stress on the mature average smoker.

Now for the boy, the graceless cause of all the trouble. When I was an angel child I smoked cornsilk, cinnamon, cubeb and occasionally a cube of rolled up paper. When I was in a mood of such dark daring that I simply couldn't put up with anything less than the real article I went out in the woods and hurried through a tobacco cigarette and held my breath at the dinner table, "so's they couldn't smell it on me," for three days afterward.

I think the same is true of the average boy and I have never exactly thought that I suffered seriously and permanently from the lack of beneficent legislation.

There is also the tough boy class, made up of news and messenger boys, street gamins and the like, but if these boys were not smoking cigarettes once in a while they would probably be doing something worse, and it hardly seems worth while to overturn a long established and prosperous industry in order to do missionary work among a few newsboys.

Chemists whose word is beyond dispute have told me that the average brands of cigarettes offered in the open market contain no poison that cannot be found in any form of tobacco, and that they could not understand why this form of the commodity should be selected to bear all the odium unless it was because of the common practice among cigarette smokers of inhaling the smoke. As a matter of fact, it is the very mildness of the cigarette that induces the smoker to inhale.

Time and time again, enemies of this form of enjoyment have dissected the cigarette, bent upon discovering some potent argument against it, and every-time with most disappointing results. They have simply had to work to foster the prejudice which already exists in some quarters.

If it should become evident to the cigarette trade, however, that it was in any real danger of being legally forced out of business there would be hubbub sufficient to last the crusaders for the remainder of their natural lifetime.

THE OLD SALESMAN.

THE MARKET IN RICHMOND.

Richmond, Va., March 2.

As indicative of the market at the warehouses in this city last month is the following report made by L. B. Vaughan & Co., proprietors of Crenshaw Planters' warehouse:

"Sales for February, 965,445 pounds, and for the season 5,823,246 pounds, which is an increase of 1,287,052 pounds over last year's sales. The market closed very strong on wrappers which have continued to show up in small quantities."

A large proportion of these sales was suncured tobacco, which is steadily growing more popular.

—W. S. Buckles, of Carlisle, Ky., will organize the Maysville Tobacco plant for the purpose of manufacturing all tobacco grown and delivered to it by Kentucky, Virginia, North and South Carolina and Tennessee.

PATENTS RELATING to TOBACCO, Etc.

783,541 Box for tobacco, etc.; Louis Raisler, Chicago, Ill.

783,848 Receptacle for cigarettes; Arthur Q. Walsh, New York city.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
Successor to J. Neff
MANUFACTURER OF
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
HIGH-GRADE
Domestic CIGARS
Hanover, Pa.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS HUTCHINSON / BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Very little is said now about tobacco, except what is in prospect of being raised next season. If all the signs are correct there will be quite a large acreage. But farmers will have a hard struggle to raise as heavy a crop with as much good tobacco in it as was raised the past season. When you meet a man who works in an assorting shop and ask him, "How did A's or B's tobacco sort out?' and the answer is invariably, "First rate; lots of good wrappers in his crop, and in fact, the crops that have come to our shop are all good.'' Well, that makes it very pleasant; much more so than to have the packer send word to have him come and see what can be done with his crop of tobacco.

Our correspondents write:

Conway, Mass : "The tobacco business is rather dull here now. Nearly all of the tobacco has been delivered assorted or to be assorted. I hear of one new barn to be built this season by B. S. Graves & Sons ''

Hatfield, Mass.: "B. M. Warner has sold the tobacco of the corporation at West Farms, Northampton, for 33 cents per pound, a very fine crop of 40 per cent light wrappers. This was first covered with tent cloth, but the tent was blown off by a storm, and the tobacco was afterward grown in the open air and cured in the usual way. Very little tobacco remains in this part of the town. George A. Billings made the last sale."

Bradstreet, Mass.: "Charles W. Marsh finished sorting his tobacco Saturday last. W. H. Belden also finished sorting during the past week. Reuben Belden has sold his crop of 15 acres at private terms. W. H. Belden sold his crop of tobacco of 20 acres, sorted and cased. E. W. Field sold the remainder of his crop, about 5,500 pounds."

North Hatfield, Mass.: "R. Mosher Swift sold two cases of old 1903 crop, a remnant, at private terms."—American Cultivator.

EDGERTON, WIS.

A good deal of activity has again developed in the buying movement in all sections and the aggregate sales of the week have been among the largest of the year, though prices will average lower than any previously paid for the crop. The season has arrived when growers desire to dispose of their tobacco and apparently stand ready to accept prices that heretofore were considered too low. Buyers who are riding extensively assert that not more than 20 per cent of the crop remains unsold. Here are a few samples of prevailing figures:

John Kramer, 10a at 7 and 1c
And Danielson, 12a at 7½ and 2c
S. Johnson, 66a at 7 and 1c
P. Ullius, 13a at 5½ and 2c
P. N. Johnson, 7a at 5c
C. E. Langworthy, 10a at 5c
John Kealey, 8a at 5½ and 2c

W. C. Jackson,
Manufacturer of
Fine Cigars
Factories No. 34 and No. 1596,
East Prospect,
Penna.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases
Labels, Edgings and Ribbons
Cigar Manufacturers' Supplies of all Kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market Street, Lancaster, Pa.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

E. A. CÁLVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SOLID OR CURABLE
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Established 1877 New Factory 1904
H. W. HEFFENER,
Steam Cigar Box Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

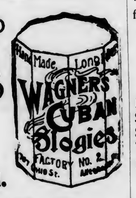
THE GLOBE CIGAR CO.

Manufacturers of
Seed & Havana
Cigars

For Jobbing Trade only
Ephrata, Pa

FACTORIES:—One at Ephrata, two at Hahnstown one at Martindale, two at Terre Hill, one at Fritztown.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

Paul Jenson, 4a at 5½c
H. Marsden, 6a at 5½ and 2c
A. Torgerson, 21cs '03 at 6¾c
E. Tusler, 14cs '03 at 7c

Old leaf is also receiving considerable attention in all quarters. There is a good demand for serviceable binders as well as the cheaper grades. C. R. Bentley has recently disposed of something like 500 cases to New York and local parties.

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HOPKINSVILLE, KY.

M. D. Boales.

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Business Changes, Fires, Etc.

District of Columbia

Washington—Ernest Willner, retail cigars and tobacco; dead

Illinois

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Oregon

Pendleton—J P Hanlon, cigars, etc, closed

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Philadelphia—M C Fisher & Co, cigar manufacturers; dissolved

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Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
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Our Leading Chewing and Smoking Brands:
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TELEPHONE 1561
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PARMENTER WAX-LINED
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Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
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SCRAP
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Specially Cleaned and Carefully Graded.
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WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
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VIRGINIA PERIQUE

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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE WAY AND THE MEANS

¶ There are more ways than ONE to do everything—but every way isn't the BEST way.

¶ If it is any part of your business to produce GOOD cigars, you need GOOD Cigar Tools.

¶ NATIONAL TOOLS are just a little bit BETTER—and a little bit CHEAPER—than YOUR tools.

¶ Because we have the patents, the skilled labor, unusual manufacturing and selling advantages, and we know our business.

¶ NATIONAL CIGAR CUTTERS, gauged correctly, riveted handle, self-sharpening knife, tempered tool steel, and pure brass spring.

¶ NATIONAL CIGAR BOARDS, hard, strong, heavy and smooth; no knots, streaks or spots; can't warp or split.

¶ NATIONAL CIGAR KNIVES and CUBAN BLADES hold their edge and never botch the job.

¶ Another thing, we don't charge several prices for NATIONAL TOOLS, and we give your money back if they don't suit.

¶ Ask for our Special Proposition, meant particularly for YOU.

¶ The coupon brings it.

CUT THIS OFF AND MAIL IT.
NATIONAL SELLING CO., ALLENTOWN, PA.
Give me prices and particulars, and send your complete catalogue.
NAME.....
ADDRESS.....
State whether you are a dealer, cigar m'f'r or user.
.....

NATIONAL SELLING CO.,
ALLENTOWN PA.

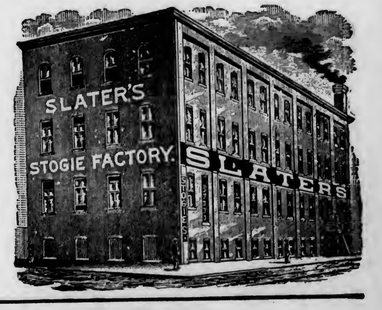
Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address—
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.

Manufacturers of Hand-Made
LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



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THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXV., No. 11.

PHILADELPHIA and NEW YORK, MARCH 15, 1905.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

We are Increasing Our Mail Order Department

We can serve you as well as others; possibly better than the dealer from whom you now buy your **Sumatra, Havana and Domestic**

CIGAR LEAF TOBACCO

Comparison is what we want; if once compared, the orders will follow. By careful delivery of what the trade wanted, the **Small Orders made us what we are today.**

Get the idea out of your head that we can't sell you Leaf Tobacco in Lots as reasonably as others, because we sell in any quantity you wish. Write, and let us know what you want. We can and will convince you.

L. G. HAEUSSERMANN & SONS

Wholesalers, Retailers,
Importers & Packers of

Cigar Leaf Tobacco

No. 240 Arch Street, Philadelphia

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
—THE TOBACCO WORLD—

SMOKE VETTERLEIN BROS' SABOROSO PHILADELPHIA CIGARS
PHILADELPHIA BOSTON

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia
VIRTUE LIBERTY AND INDEPENDENCE

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

EISENLOHR'S Cinco Philadelphia CIGARS

As Clean as the Food You Eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

ALLEN'S NAPOLEON 5¢ CIGAR
Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEYWEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F. H. POWELL'S LA FLOR DE Oxus CELEBRATED 5¢
PHILADELPHIA CIGARS CAMDEN

THE TOBACCO WORLD

KENTUCKY LEAF COMING IN.

Delivery was Commenced at Henderson Last Wednesday.

Henderson, Ky., March 9.

Delivery was begun at the Barret tobacco factory on Wednesday with a good showing. A meeting of the farmers had been held a short time before and everything was in readiness.

The contract for prizing, which was ratified with J. Ewing Rankin, Jr., provides that he handle, redry, prize in good cooperage and insure until November 1, 1905, and deliver at the depot in Henderson as prized in one hundred hogshead lots at the following rates:

If number of pounds received dry weight amount to from one million and one and a half million pounds at $1.20 per 100 pounds dry weight; from one and a half million pounds to two million pounds or over at $1.05 per hundred. If the tobacco is to be retied he is to receive 20 cents additional per hundred pounds.

The scale of prices and the classes into which the tobacco is to be graded was adopted by a unanimous vote at the meeting. The committee determined upon the following scale: Tobacco worth from 7 to 8 cents for leaf shall be classed as A tobacco; tobacco worth from 6 to 7 cents for leaf shall be classed as B tobacco; tobacco worth from 5 to 6 cents for leaf shall be classed as C tobacco; tobacco worth from 4 to 5 cents for leaf shall be classed as D tobacco; hail beaten, damaged, etc., tobacco shall be classed as nondescript, marked X. All clean, sound trash worth 2 cents or more shall be classed as A trash; trash worth less than 2 cents, that is dirty or damaged, will be classed as B trash. All tobacco must be received in crop order and any moisture in excess of crop order must be deducted.

Owensboro, Ky., March 9.

The whole crop is about ready for market, owing to the fact that the moist air and the fog have caused the tobacco to come in "case" and large quantities of it had already been stripped and prepared for market some days ago. The thaw made the roads very muddy to a considerable depth owing to the deep freeze.

For a time the Equity people were indifferent about stripping their tobacco, but now that the warehouse plan is about perfected all are getting ready to deliver their crops and they are bending every energy to strip and bulk their holdings. It is very probable that the very bad condition of the roads will delay for a while yet the delivery of large amounts of the "weed" even if other reasons for delay have disappeared.

Advertising is not an experiment, nor is it a business side issue; it is a part of the paraphernalia of business necessity, to be studied and experimented upon as one studies and experiments upon the other departments of the business house.

SENSATIONAL TALE OF CERTAIN PHASES OF BURLEY DEAL.

Conduct on the Part of Some of the Promoters of the Burley Growers' Association Anything but Straightforward. Secret Contracts and the Like Lost the Farmers Their Chance.

Cincinnati, O., March 10.

A new chapter in the failure of the burley growers' deal to control the 1904 crop came to light last week. Hanging over the association since last December, was a secret contract signed in New York it is alleged between President W. B. Hawkins and Joseph Huffaker, a promoter of Louisville, Ky., which at several periods of Archibald Stuart's negotiations with eastern capitalists threatened to wreck the association. The story as told by a local paper is as follows:

"When Stuart first went into the deal he and Hawkins went to New York to see if the plan of getting money there was feasible. They found conditions rather favorable, but affairs were in such shape that Stuart considered it necessary to return to Cincinnati and get the capital stock of the company in bank and the contracts with the farmers listed.

"He left Hawkins in New York to keep in touch with the financial men, but a short time after he reached Cincinnati he found that Hawkins had left the hotel where they had been stopping, and that these financial men had been unable to locate him in New York. Next came a telegram from Hawkins, saying that he had made an agreement to finance the corner and that he would at once come to Cincinnati.

"When he arrived Stuart and other backers of the organization, with an attorney, were in session at the Grand Hotel. Hawkins said that he had the money for the deal. Stuart got Hawkins into another room with Huffaker and the attorney. At first Hawkins and Huffaker both denied they had a copy of the contract, but finally Hawkins produced one.

"This contract, according to a copy now in Stuart's hands, bound the association, first of all, to give Huffaker 60 per cent of the profits on the corner. In consideration of this Haffaker was to float the association's paper, backed by warehouse receipts for the tobacco it would buy, in New York.

"The paper was to be discounted at 20 per cent. Since the association had only $500,000 capital stock, Stuart figured that even putting all of the capital stock into an arrangement of this sort the association would only be able to raise about $2,5000,000. Hawkins and Huffaker admitted that as a part of their agreement Huffaker had agreed to give Hawkins indvidually 5 per cent of the profits of the corner.

"Huffaker was to keep 30 per cent and giver 25 per cent to F. F. McIvor, a New Yorker, who had made a trip to Louisville to investigate the ability of the Louisville warehouses to handle the tobacco.

"But there was no provision in the contract for the money that was to start buying the tobacco and provide warehouse receipts for the notes Huffaker proposed to float in New York.

"Ives has since shown, Stuart charges, that he is a part of the Standard Oil financial underground system in New York.

"The session in the hotel room became heated, and at one point Hawkins, it is declared, fell on his knees before Huffaker and begged him to release the association from the contract, but Huffaker refused. Some of the farmers from Kentucky, who had been in session with Stuart when Hawkins arrived, were so incensed when they heard of the affair that they made threats and Huffaker left at midnight for Louisville.

"For a time it looked as if the entire deal would have to be declared off, but when the negotiations were reopened in New York Stuart got Huffaker and McIvor to enter an agreement with him that was to overcome the Hawkins contract, although in this agreement the Hawkins contract was referred to as a "paper writing" and not as a contract.

In it Stuart merely agreed to try to get, through the Directors of the Burley Association, an agreement that if Huffaker and he, working together, should succeed in getting anyone to finance the corner, Huffaker was to let the association off by taking a 10 per cent share of the profits. McIvor and the financial people putting up the money were to get 25 per cent and the association 65 per cent.

"One express proviso in this supplemental contract was that Hawkins should release Huffaker from any previous agreement, entered into between them individually, to cover the 5 per cent of the profits Hawkins was to have received on the quiet, Stuart charges.

"No effort was made as that time to oust Hawkins from the presidency, as to have shown up the condition of affairs, it was feared, would have wrecked the association

"But in the New York negotiations the Huffaker supplemental agreement, giving him 10 per cent of the profits, bobbed up every time the details of the project were laid before financiers. This, it is charged, was responsible for some of them losing interest in the deal."

Mr. Hawkins was interviewed regarding this account of the affair and said:

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C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
—THE TOBACCO WORLD—

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the food Sold for
Vesper CIGAR 5

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

NAPOLEON 5¢

Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

WHITE KNIGHT
CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F. H. POWELL'S LA FLOR DE Oxus CELEBRATED 5¢
PHILADELPHIA CIGARS CAMDEN

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

KENTUCKY LEAF COMING IN.

Delivery was Commenced at Henderson Last Wednesday.

Henderson, Ky., March 9.

Delivery was begun at the Barret tobacco factory on Wednesday with a good showing. A meeting of the farmers had been held a short time before and everything was in readiness.

The contract for prizing, which was ratified with J. Ewing Rankin, Jr., provides that he handle, redry, prize in good cooperage and insure until November 1, 1905, and deliver at the depot in Henderson as prized in one hundred hogshead lots at the following rates:

If number of pounds received dry weight amount to from one million and one and a half million pounds at $1.20 per 100 pounds dry weight; from one and a half million pounds to two million pounds or over at $1.05 per hundred. If the tobacco is to be retied he is to receive 20 cents additional per hundred pounds.

The scale of prices and the classes into which the tobacco is to be graded was adopted by a unanimous vote at the meeting. The committee determined upon the following scale: Tobacco worth from 7 to 8 cents for leaf shall be classed as A tobacco; tobacco worth from 6 to 7 cents for leaf shall be classed as B tobacco; tobacco worth from 5 to 6 cents for leaf shall be classed as C tobacco; tobacco worth from 4 to 5 cents for leaf shall be classed as D tobacco; hail beaten, damaged, etc., tobacco shall be classed as nondescript, marked X. All clean, sound trash worth 2 cents or more shall be classed as A trash; trash worth less than 2 cents, that is dirty or damaged, will be classed as B trash. All tobacco must be received in crop order and any moisture in excess of crop order must be deducted.

Owensboro, Ky., March 9.

The whole crop is about ready for market, owing to the fact that the moist air and the fog have caused the tobacco to come in "case" and large quantities of it had already been stripped and prepared for market some days ago. The thaw made the roads very muddy to a considerable depth owing to the deep freeze.

For a time the Equity people were indifferent about stripping their tobacco, but now that the warehouse plan is about perfected all are getting ready to deliver their crops and they are bending every energy to strip and bulk their holdings. It is very probable that the very bad condition of the roads will delay for a while yet the delivery of large amounts of the "weed" even if other reasons for delay have disappeared.

Advertising is not an experiment, nor is it a business side issue; it is a part of the paraphernalia of business necessity, to be studied and experimented upon as one studies and experiments upon the other departments of the business house.

SENSATIONAL TALE OF CERTAIN PHASES OF BURLEY DEAL.

Conduct on the Part of Some of the Promoters of the Burley Growers' Association Anything but Straightforward. Secret Contracts and the Like Lost the Farmers Their Chance.

Cincinnati, O., March 10.

A new chapter in the failure of the burley growers' deal to control the 1904 crop came to light last week. Hanging over the association since last December, was a secret contract signed in New York it is alleged between President W. B. Hawkins and Joseph Huffaker, a promoter of Louisville, Ky., which at several periods of Archibald Stuart's negotiations with eastern capitalists threatened to wreck the association. The story as told by a local paper is as follows:

"When Stuart first went into the deal he and Hawkins went to New York to see if the plan of getting money there was feasible. They found conditions rather favorable, but affairs were in such shape that Stuart considered it necessary to return to Cincinnati and get the capital stock of the company in bank and the contracts with the farmers listed.

"He left Hawkins in New York to keep in touch with the financial men, but a short time after he reached Cincinnati he found that Hawkins had left the hotel where they had been stopping, and that these financial men had been unable to locate him in New York. Next came a telegram from Hawkins, saying that he had made an agreement to finance the corner and that he would at once come to Cincinnati.

"When he arrived Stuart and other backers of the organization, with an attorney, were in session at the Grand Hotel. Hawkins said that he had the money for the deal. Stuart got Hawkins into another room with Huffaker and the attorney. At first Hawkins and Huffaker both denied they had a copy of the contract, but finally Hawkins produced one.

"This contract, according to a copy now in Stuart's hands, bound the association, first of all, to give Huffaker 60 per cent of the profits on the corner. In consideration of this Haffaker was to float the association's paper, backed by warehouse receipts for the tobacco it would buy, in New York.

"The paper was to be discounted at 20 per cent. Since the association had only $500,000 capital stock, Stuart figured that even putting all of the capital stock into an arrangement of this sort the association would only be able to raise about $2,5000,000. Hawkins and Huffaker admitted that as a part of their agreement Huffaker had agreed to give Hawkins individually 5 per cent of the profits of the corner.

"Huffaker was to keep 30 per cent and giver 25 per cent to F. F. McIvor, a New Yorker, who had made a trip to Louisville to investigate the ability of the Louisville warehouses to handle the tobacco.

"But there was no provision in the contract for the money that was to start buying the tobacco and provide warehouse receipts for the notes Huffaker proposed to float in New York.

"Ives has since shown, Stuart charges, that he is a part of the Standard Oil financial underground system in New York.

"The session in the hotel room became heated, and at one point Hawkins, it is declared, fell on his knees before Huffaker and begged him to release the association from the contract, but Huffaker refused. Some of the farmers from Kentucky, who had been in session with Stuart when Hawkins arrived, were so incensed when they heard of the affair that they made threats and Huffaker left at midnight for Louisville.

"For a time it looked as if the entire deal would have to be declared off, but when the negotiations were reopened in New York Stuart got Huffaker and McIvor to enter an agreement with him that was to overcome the Hawkins contract, although in this agreement the Hawkins contract was referred to as a "paper writing" and not as a contract.

In it Stuart merely agreed to try to get, through the Directors of the Burley Association, an agreement that if Huffaker and he, working together, should succeed in getting anyone to finance the corner, Huffaker was to let the association off by taking a 10 per cent share of the profits. McIvor and the financial people putting up the money were to get 25 per cent and the association 65 per cent.

"One express proviso in this supplemental contract was that Hawkins should release Huffaker from any previous agreement, entered into between them individually, to cover the 5 per cent of the profits Hawkins was to have received on the quiet, Stuart charges.

"No effort was made as that time to oust Hawkins from the presidency, as to have shown up the condition of affairs, it was feared, would have wrecked the association

"But in the New York negotiations the Huffaker supplemental agreement, giving him 10 per cent of the profits, bobbed up every time the details of the project were laid before financiers. This, it is charged, was responsible for some of them losing interest in the deal."

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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1865
L B V S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana
Y&N
21 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE

5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

THE CALLING IN OF CREDIT.

Since the first of the year it has been just one fourth less easy for a Philadelphia cigar and tobacco retailer to get credit from his jobber, providing he had been doing a credit business. This represents the beginning of what the jobbers of this city believe will result in a great betterment of the conditions between the retailer and jobber and manufacturer, and which I believe are unique in the business world.

The peculiarity of the situation when you get down to it struck me the other day during a conversation with a certain Philadelphia jobber who was bemoaning the fact that so many retail dealers seem to think that the credit system was invented for their especial benefit by philanthropic wholesalers.

The funny part of it is that, in a way, it was. And the unfortunate part of it is that the sins of the father jobbers, or rather the preceding generation, are visited upon their sons, the present. If the old firms, say Lewis Bremer's Sons, when it dealt in manufactured tobacco, had known what would finally come of it, when they began to extend credit to their customers, who represented neighbors and friends, they would probably have thought awhile before they did it.

It is a common saying that a great many more men push their way into the retail branch of the cigar and tobacco business who have failed at four or five other things, than is the case in any other business. They bring nothing with them but a hope that they will succeed this time, and they find no difficulty in getting credit, after they have paid for their first bill. In some cases they do find it necessary to pay for that even, if they look like a good proposition.

They get a bill of goods from this jobber and that, on seven days. If they choose to sell these goods over the counter, and devote the money received to store expenses, paying the jobber nothing, and perhaps dropping out of business as quickly as they entered, the jobber can do absolutely nothing but refuse to sell the man another bill until he has paid the last one.

"But man alive," said I to the jobber, "why don't you occasionally look these people up before you ship them?"

"It wont work," said the jobber. "It wont work for a cent. Not long ago when I had a special deal on, I tried it in a hundred cases on a test. On seventy-five of 'em, Dunn said 'don't deliver.' I used my own judgment after all and as they looked pretty good to me, I delivered in every case. I collected 100 per cent."

"Well, then, I don't see what your kick is," I said.

"Because that was only one instance, and money happened to be pretty easy at that time. It wouldn't happen again, and I just cited it to show the waste of time and money this getting reports on people is, in a situation like this."

The retailer isn't so much to blame. He was originally eagerly offered credit and accepted it. He was offered it and he accepted it so many times that it finally came to be considered a sort of vested right. And in spite of all the credit, which I should think would be very tempting to a small thief, there are less than ten per cent of the dealers who are being carried by their jobbers who are at all dishonest in their intent.

A lot of customers will pay $10 on old accounts and want $25 worth of goods on time right away, and because this was allowed for a long time, is the reason why the jobbers' ledgers are so fat. Now it is not permitted so much.

The winter just ending has been a bad one in the retail end of the trade, and a lot of dealers can't pay anything on their old accounts. The jobber has the alternative of cutting them off, and knowing that a "for rent" sign will soon go up on the store, or he can carry them along on a one bill credit.

By this latter process, if he can figure out a ten per cent margin, it only takes nine $10 bills of goods actually paid for to pay his cost on ten bills, or to even him up exactly, if the retailer fails to pay for the tenth bill. He gives him a bill on seven days which must be paid for before the customer gets another.

This is a hand to mouth sort of game, but it is the best that can be done under a good many circumstances, and it has its penalties for the jobber. Not a great while ago a jobbing house was bought out by a certain firm who inher-

(Concluded on page 7)

Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia.
Hollard's

F. V. ESHLEMAN,
1600 Arch Street, Philadelphia,
MAKER OF

HAVANA CIGARS
A Cigar of Real Quality, made in various sizes, ranging from $35 to $300 per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

STUDY your store carefully. A lawyer will study his case and will argue his point, backed by reasons and authorities. The physician will diagnose his case, and treat his patient in accordance with what he finds to be the trouble. The minister and the priest study their moral points and apply the sermon as they find the needs of the flock they represent; but the dealer whacks away promiscuously, here and there, believing that his business depends very largely upon chance for its success.

Why should not the merchant study his business as closely as the lawyer, doctor and priest? Reduce chance in your business to a minimum, and follow out the laws of reason.

Have a heart to heart talk with your clerks or clerk at regular periods, say every two weeks, at which time suggestions can be offered and freely discussed. Don't feel too proud to talk things over with your clerk, or don't get the idea that he couldn't possibly know or think of anything that would be of advantage. It is a good general rule that two heads are better than one.

The proprietor in this way becomes thoroughly acquainted with his assistants and gets a good line on their possibilities. Instead of laying himself open to the danger of undue familiarity on their part, he gives them a sense of responsibility and causes them to take an interest in the business to an extent which, probably, would otherwise, never have been the case.

It has usually been found a good plan to give commissions to clerks on their sales in addition to their salary. A prominent company which operates a long chain of stores has adopted this idea in a certain form, the commission being alowed on box business, and it has proved quite satisfactory.

Attention is again called to the plan for moving stubborn stock by making attractive propositions to your customers.

Wrap up in packages, goods that are not selling properly, and put on each package a number, say 1763 Advertise to your customers to watch the number on the check. The person receiving register check 1763 will receive the package of that number on the gift counter, free.

The point of all rebate advertising is that it is not only attractive to the public, but that it concentrates the attention of the customer on the check issued by the register, upon which is printed the amount of the purchase. This indication of the purchase, handed to the customer, renders mistakes in registering cash sales impossible, it matters not where the register is placed.

The setting aside of a certain day for bargain day, and the thorough advertisement of the same, is also a good idea. Certain counters or tables should be arranged for bargains, and merchandise that is slow of sale, but perhaps good in quality, can be exhibited there.

GET WISE TO YOUR OWN BUSINESS.

ONE significant reason why there is not a greater percentage of successful retailers in the tobacco business, is because there is such a large percentage of dealers who are practically destitute of any important knowledge of the business, and are apparently content to remain so.

If a retailer in any other line attempted to conduct his store with the same minimum of preparation, knowledge and attention, he would fail just as surely as a lot of tobacco dealers are failing, and a whole lot more would, if credit did not save them.

The reckless way in which some men butt into the business without any training has been dwelt upon before in these columns, but it will bear repetition. The other day a certain man bought out a cigar store not more than a million miles from the Philadelphia public buildings. His qualifications consisted of a sufficient amount of money to buy the store, the fact that he smoked himself, and the possession of a few friends who smoked, and who were presumably supposed henceforth to get their smoking at his store.

In the course of a conversation with a man who was trying to sell the new dealer something, the latter remarked: "Oh, I haven't any use for anything like that; I don't know anything about the tobacco business and don't expect to."

Poor fool! As long as a man comes in and asks for a certain brand of cigar or smoking tobacco, and perhaps points out the spot where it has usually been kept in the stock, this man will be able to meet the requirements of his store. That's just as long as people in the neighborhood do come in, and as long as the present stock lasts. The real part of the running of the store he is just as ignorant of, as his most casual customer, and it is only a question of how much money he's got before he gets out, as he doesn't seem to appreciate the fact that there is anything that he might possibly learn.

There are a whole lot of dealers, who are just like this man, perhaps not so bad, but at least content to remain in ignorance of their own business, the most important thing in the world to them. What is there about a cigar store that gives the impression to so many that it is automatic and successfully runs itself. It takes a grocer to run a grocery store, and sometimes even a grocer can't do it. It takes a man who knows the leather business to run a shoe store, and a man would not open a candy store even, until he had made some study of the business.

But a cigar store. A chap has a little money, he wants to put it into business. He looks around, and solely because he smokes and has on that account been in cigar stores quite a little of his time, he goes out and buys some nice, attractive gold brick, thus helping the good work along. In the majority of cases, such a man makes little effort to get down to the bottom of his business and study the conditions of the trade, to learn why certain things are so, to find out what is going on and to gain inside information on the stocking of his store with a view to obtaining the best results.

He is either ignorantly obstinate in the hands of the traveling salesman, or the easiest sort of a mark, or else simply buys on credit, taking it for granted that his business will be such that he will never have any trouble in meeting his paper.

All this concerns a certain proportion of the dealers in every town and city. Those who have earned their experience in the business, will welcome this article in the hope that it may do some good. Those who get mad will be those who, unconsciously, perhaps, feel that the shoe fits, and realize the fact that they are asleep at the switch.

Try to gain some additional information relating to the business you are in every day, and you will soon wonder how you ever got along weltering in the ignorance you once did.

• • •

FIRST MEERSCHAUM.

HOW many dealers have any idea of the origin of the first meerschaum pipe and how it was discovered that the material was suitable? Here is one account that is pretty well authenticated:

There lived in Pesth, the capital of Hungary, in 1723, Karlo Kowatee, a shoemaker, whose ingenuity in cutting and carving on wood brought him into contact with Count Andrassy, with whom he became a great favorite. The count brought with him a piece of whitish clay which had been presented to him as a curiosity on account of its extraordinary light specific gravity.

It struck the shoemaker that, being porous, it would be well adapted for pipes, as it would absorb the nicotine. The experiment was tried, and Karlo cut a pipe for the count and one for himself. He noticed that the wax from his hands gave the pipes a beautiful polish, and also that they smoked more sweetly.

The natural scarcity of this new clay and the great cost of importation in those days of limited facilities for transportation rendered its use exclusively confined to the richest noblemen of Europe up to 1830, when it became a more general article of trade. The first meerschaum pipe made by Karlo Kowatee has been preserved, and is the museum at Pesth.

• • •

DON'T HUDDLE, BUT SPREAD OUT.

"ONE of the best things for a city is to have its retail business spread out instead of being centered within a few squares" said Alvin S. Cahn, the Union Trust Building cigarist, of Cincinnati, in a trade discussion last week. "I notice this tendency for the retail trade in this city to spread, which is a healthy indication. The centering of a retail district means high rents, while the spreading out of the stores means fair rents and increased business."

IMPROVING THE APPEARANCE OF YOUR STORE ECONOMICALLY

THE percentage of retail cigar dealers who can afford to sumptuously outfit their stores in the style of the best stands in the large cities, is small. And as a matter of fact, the only reason the money is spent in these cases is because the amount and quality of the business warrants it. It has been discovered that money spent in this way is a paying investment, and, accordingly, the money is spent.

In the great majority of cigar stores, the proprietor is not making much more than a living, and would resent as foolish, any suggestion that he put in more expensive furnishings.

In many such cases it would be foolish, but considerable of the same effect may be arrived at by other and more economical means. A dingy cigar store is one of the dingiest places on earth and certainly the least inviting. This being an indisputable fact, it is astonishing the number of dealers who are satisfied with such a store, apparently believing that as long as it is a cigar store, it doesn't matter how it looks.

Bring your wife, or your mother, or your sister, or your best girl, or whoever of your women folks is nearest to you down to the store some off day, and after she has looked around, address her somewhat thus:

"This place is distinctly on the punk. It looks a whole lot dirtier than it really is, just because it is so dingy. I want to brighten it up but I can't afford to spend much money on it. I want you to take another good look around and then tell me what you think would be the best way to go about it."

She'll be able to fix you up every time, because that's her stunt. A man accepts "all the comforts of home" as a matter of course, very seldom remembering that they are all arranged by the women who long ago accepted that part of life as their duty.

Moreover, they'll be pleased that you've thought enough of their judgment to consult it, when as a matter of fact, in such a case as this it's likely to be twenty times better than your own. Then again most housewives have a strong streak of economy in them, and what they propose will doubtless cost considerably less than anything you would frame up yourself.

Try it just once. Give them a free hand, and then call some other man in to look at the result. You'll be tickled to death.

• • •

A HINT TO RETAILERS.

A man who sees from day to day
A window dressed in the self-same way,
Becomes so tired, he'd like to break
The panes, for mere resentment's sake.
A window's like a pretty maid,
And should be often new-arrayed,
So as to catch the loving eye
Of every man who passes by.

—Australian Tobacco Journal.

Work Less; Earn More Money

The Merchant's Helper

Let a National Help You

¶Time, labor and money are saved by systematizing the handling of money and enforcing accuracy, honesty and carefulness.

A NATIONAL CASH REGISTER SAVES MONEY

By accurately recording cash sales, credit sales, money received on account, money paid out or money changed. It ***pays for itself*** within a year out of the money it saves and then earns 100 per cent. on the money invested.

¶Let one of our representatives call and explain how it is done.

Cut Off Here and Mail to Us Today

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a_____store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

Name
Address
No. Clerks

Please Mention The Tobacco World

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

ited many of the customers along with the rest of the encumbrances. Some of these had owed money for years and had been carried along by the original jobber. They expected it from the new firm, and in some cases their expectations were realized and in some they were not.

Those that were not dropped, the firm found itself unable to dig anything out of and simply stalled them along. Those that were dropped simply went to another jobber and got credit for a bill of goods. As long as business is good they will pay for these bills. When it fails they will be forced to ease up a little and it then depends on the jobber how much these accounts accumulate.

A certain formerly very well known jobbing house in this city sold out and formed a new company. At least the deal had all the earmarks of a sale, but was merely a reorganization in order to close the books. That was the only way the firm could think of to get in any appreciable amount of its money, and as times were pretty easy just then it is understood that the move was fairly successful.

But it isn't business, or at least it isn't good business, and the credit game has got to a point where a good many jobbers don't like to do business with retailers that might be called disgustingly prosperous because the fact that their payments are sure entitles them to claim concessions that wipe out the jobber's margin.

I asked a number of jobbers to tell me approximately the proportion of retailers they believed would have to suspend if every jobber called them to time, and I am afraid to print the proportion that was mentioned because I feel that it must be exaggerated.

As I said at the commencement of this article, credit is gradually being called in, and it is safe to say that it is 25 per cent harder to get credit in this city now that it was in December. If an improvement can be brought about gradually in this line, it will be quite as much of a blessing for the retail trade as for the jobbers. The market will gain an intrinsic healthiness which it certainly does not possess at this time.

THE OLD SALESMAN.

AMERICAN TOBACCO AND CIGARS IN HUNGARY.

In reply to Virginia tobacco houses desiring to export their products to Hungary, United States Consul-General Frank Dyer Chester, of Budapest, reports that he has been informed by the Royal Hungarian Tobacco Regie that its American purchasing agents are L. Borchers & Co., 4 Columbia Block, Richmond, Va., to whom all applications for the sale of American tobacco for Hungary should be addressed. Consul-General Chester further reports that the "Virginia" cigars sold in Hungary by the Government of Hungary are of poor quality.

To take your advertisement out of the paper during the so called dull times, is about as bad as to stop feeding the horse because the present weather is unsuitable for using him. The total profits on the balance sheet at the end of the year depend largely on the sales of the so called dull season.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. SUMATRA TOBACCO
IMPORTERS OF
154 NORTH THIRD STREET,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date.
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

The Havana Market Was a Rather Dull One.

The Northern Buyers Bought Little Because of Difficulty in Obtaining Suitable Goods. Bulk of the Warehouses Are More Depleted than Since 1900. New Crop Likely to be High in Price.

[Special Correspondence of The Tobacco World.]

HAVANA, March 6, 1905.

The past week in the Havana market must be designated as a dull one, the few Northern buyers here only operating to a small degree, partly owing to the high pretensions of the holders for choice parcels and partly to the difficulty of finding the styles of goods they were principally in want of.

While there is no absolute scarcity of tobacco, the majority of the stocks consists of undesirable, nondescript leaf, which nobody seems anxious to take hold of even at reasonably low figures. Since the year 1900 there has been no time when the bulk of the warehouses were as depleted as they are at present.

Although a member of the staff of a New York contemporary has published an account of his trip to the Vuelta Abajo and claims that (from his observation) the coming 1905 crop is going to be abundant and of exceptionally fine quality, being particularly fine in its large proportion of wrappers, it is wiser to suspend all judgment until the season is further advanced, and the crop can be judged with more accuracy.

"El Tabaco de Cuba" in its edition of February 28, states that while the 1904 crop produced 280,000 bales, the 1905 crop will probably not exceed 200,000 bales, a reduction of more than 28 per cent., and also that the quality would be heavier as a rule. As more than three-quarters of the Vuelta Abajo crop is used by the clear Havana industry, which only wants light fillers, it is a disadvantage to have heavy fillers.

The Partido crop of this year also seems of a heavier body, and from all reports there will be hardly any fillers this year. As it has not rained at all during the month of February, and so far March shows no signs of rain, the Remedios crop, even though it may yield more first and second capaduras, may be considerably shorter in quantity than even the exceptionally short one of 1904.

That under these circumstances prices are bound to rule high appears to be a foregone conclusion, and people who imagine that they can buy at lower prices later on will be sorely disappointed. The shade-grown wrappers this year are judged rather adversely by most of the independent manufacturers, as well as dealers, and it is claimed that the colors are "manchados" (not clean).

Undoubtedly it will require more time and experience before this new mode of raising wrappers can be considered a success. On the other hand the tearing off of the leaves singly, when ripe, and stringing them on a thread is an improvement upon the old way of cutting part of the plant, two leaves with the stem attached thereto, and letting them dry. The former process is quicker and more uniform, although a trifle more expensive, while by the old process the leaves had to hang a longer time, owing to the sap in the stems, and some leaves were ripe while others were not quite matured. Sales during the week amounted to 3506 bales in all, or 2426 of Vuelta Abajo, 480 of Partido and 600 bales of Remedios. The American buyers have taken 2183 bales, while the local cigar and cigarette manufacturers have bought 1323 bales.

Exports last week were: 4273 bales all to the United States, except 40 to Mexico and 30 bales to Chile.

Buyers Come and Go.

Arrivals:—Bernard Lichtenstein, of Lichtenstein Bros., Mortimer and Melville Regensburg, of E. Regensburg & Sons, and Robert E. Lane, of Cifuentes & Co., New York; E. H. Gato, of E. H. Gato Cigar Co., Key West; J. Boltz, of Boltz Clymer & Co.; Joseph P. Vetterlein, of Vetterlein Bros., and Hermann G. Vetterlein, "the broker," of Philadelphia.

Departures:—Isidore Weinbaum, J. W. Merriam, Joe Cullman, S. Ashner, George Kober, E. Ellinger, Francisco Garcia, M. Cane and M. Schwartz for New York; John L. Kolb and Ramon Fernandez, for Tampa; John Wardlow for Key West, E. J. Davenport for Boston, John T. Dolan for Chicago.

Havana Cigar Manufacturers

as a rule, are complaining that orders are not coming in freely enough, still the large independent factories are working satisfactorily, more or less, and have not discharged any cigarmakers to speak of. The busiest months in the year are usually the five months from August 1 to December 31, but after a dull spell of two months there is a reaction as a rule in March and April, when May, June and July are again very quiet; although this year may perhaps form an exception in case the new crop should not be ready to be worked as early as in ordinary years.

H. Upmann & Co. are doing quite a steady business and have no lack of orders, their cigar shipments during the past week amounting to 450,000 cigars.

Cifuentes, Fernandez & Co. have no reason to complain as they are favored with enough orders from the United States, London and South America to keep them busy to the tune of 40,000 cigars a day.

Por Larranaga is doing very well, thanks to the push exercised by Don Antonio J. Rivero, the manager, and the efficient missionary work of Barron Taylor in the United States.

Ramon Allones is selling very largely in the North, owing to its representative, the National Cuba Co.

Behrens & Co., of Sol fame, are working steadily upon good orders from all directions.

J. F. Rocha & Co., of the Crepusculo factory, say that business is a trifle quieter, but they are nevertheless turning out

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

FABRICA DE TABACOS

AMAT VICTORIA CURAM

LUIS MARX HABANA

SOL and LUIS MARX

Consulado 91, HAVANA.

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." Habana.

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 HABANA

JOAQUIN HEDESA

Successor to MARTINEZ, HEDESA & CO.

Packer and Exporter of Leaf Tobacco

83a Amistad St., Habana, Cuba.

Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

S. Jorge Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, *HAVANA*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONILEVA. *Habana*

Bruno Diaz **B. DIAZ & CO.** R. Rodriguez

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIPCO HABANA, CUBA.

PARTAGAS

Independent Cigar Factory

The Oldest Brand

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, Habana, Cuba.

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de

Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270.

Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS

P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO

GROWER, PACKER AND DEALER IN

Vuelta Abajo, Partido and Remedios

Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.

Dealers in Leaf Tobacco.

and COMMISSION MERCHANTS,

Monte 156, Cable—"CALDA." *HABANA, CUBA.*

Established 1834

POR LARRAÑAGA

Trade Mark Registered

Independent Vuelta Abajo Factory

Por Larrañaga Cigar Manufactory

ANTONIA LOPEZ CUERVO, Proprietress

ANTONIO J. RIVERO, Manager

2 Belascoain (B), HAVANA, CUBA

Cable Address: Por Laranaga, Havana

Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

40,000 cigars daily for shipments to the United States, Europe and other points.

Rafael G. Marques, of the well known High Life factory, has splendid orders for Spain. His brand, Churruca, is selling in ever increasing quantities in the United States.

La Mas Fermosa, of Remigio Lopez & Bro., is being culled for quite extensively by the American importers.

Exports per steamer Mexico were 3,280,745 cigars.

Buying, Selling and other Notes of Interest.

S. Ashner, in conjunction with George Kober, selected some 800 bales of fine Vuelta Abajo and Remedios.

Miguel Perez was a heavy seller last week, closing out 1000 bales of Remedios and Vuelta Abajo.

E. J. Davenport was a buyer of 500 bales of Vuelta Abajo and Remedios.

G. Salomon & Bro. had no trouble in selling 400 bales of Vuelta Abajo and Partido, mostly wrappers, to a local manufacturing concern.

John Wardlow, president of the Ruy Lopez Company, secured some 500 bales of the finest Vuelta leaf, lowland section, which is a strong showing that he is perfectly content with stocking up with the 1904 crop.

J. F. Rocha disposed of 400 bales of his excellent Vuelta Abajo holdings.

J. W. Merriam, of the Roycroft Shop, known by its sign of the bulldog, also believed that in order to keep his growing business going it was a wise policy to have increased his stock by 400 bales of last year's Vuelta Abajo crop.

Jose Menendez turned over 183 bales of Vuelta Abajo to local and Northern buyers.

Don Antero Prieto y Gonzalez, of the well-known firm of Sobrinos de A. Gonzalez, has gone to San Diego de los Banos in order to have a well-earned vacation. As this firm has only a very light stock on hand his temporary absence ot this season will cause no interruption, as Don Antonio Quesada remains at the helm.

Joaquin Hedesa sold 180 bales of Partido and is now located at his new warehouse and residence, 83 Amistad street, where he will be glad to see his friends. Amistad street is fast filling up with tobacco warehouses, so much so that some Americans have called it the Water street of Havana.

Leslie Pantin purchased over 1000 bales for his customers last week.

Bruno Diaz & Co. disposed of 140 bales of Vuelta Abajo and Partido. Don Ricardo Rodriguez, the New York partner, has come here for a short visit.

Garcia & Co. were busy people, and while Don Manuel Garcia remains averse to giving publicity to his transactions, it is known they shipped 410 bales of leaf to the United States (Tampa and New York) last week.

Mark A. Pollock had his hands full with three of his customers buying for their accounts.

M. Garcia Pulido turned over 123 bales of Vuelta Abajo.

Loeb-Nunez Havana Company had a quiet week, but nevertheless did some fair business.

Grau, Planas & Co. closed out their last receipts of Remedios, 100 bales, last week.

Avelino Pazos went to the Vuelta Abajo to inspect some vegas which he has always been handling in the lowland district and to prepare for his coming cosecjida.

A. M. Calzada & Co. report no sales, but Don Antonio is always on the lookout for good tobacco whenever he can find it.

Voneiff and Vidal Cruz are hard at work stripping for their customers, having received some good large orders for booked fillers. Don Francisco Vidal Cruz is in Tampa, visiting the customers of his firm.

Dave Goldberg, with his bride, is here looking over the market situation.

John N. Kolb and Ramon Fernandez, who left here for Tampa last Tuesday, purchased about 300 bales additional for the Theobald & Oppenheimer Company.

Receipts From the Country

	Week Ending Mar. 4. Bales	Since Jan. 1. Bales
Vuelta Abajo	657	7,754
Semi Vuelta	11	627
Partido	184	1,287
Matanzas	2	5
S. Clara & Remedios	202	8,188
Santiago de Cuba	—	4,633
Total	1,056	22,494

THE JOURNAL AGAIN.

Another Blow for the Independent Fight in the West.

Here are a few more words from the dear old Chicago Journal, taken from its sledge-hammer style of argument. Read and be wise;

"The independent cigar dealers of Chicago have taken up the move recently made by a number of South side women in organizing a woman's anti-trust tobacco club.

"Such clubs will be formed throughout the city, fathered by the Independent Cigar Dealers' Association. Secrecy is to be observed for a time, but the head of the publicity deparment of the association says much will be accomplished by the wives, mothers and sweethearts of the city.

"It is argued that women's influence upon male members of their families and their friends, in boycotting the trust cigar stores, will prove an effective ally in the independent dealers' fight against trust stores and the tobacco trust's products.

"The fact that female child labor being employed extensively in the trust factories, at starvation wages, is to be brought before the women of Chicago, and is to be used as an incentive for mothers to join anti trust tobacco clubs

"The organization of the women's anti-trust tobacco clubs had its incentive at a cinch party, as published in The Journal last week."

— Mrs. Mary Wagner Zimmerman, aged 58, wife of Joseph Zimmerman, one of Pittsburg's oldest tobacconists, died at her home, 1143 Penn avenue, that city, after a year's illness.

J. F. ROCHA & CO. S. en C.

Manufacturers of the Celebrated Brands

"Crepusculo," "Nené" and "Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR, No. 02 Broad Street, New York.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.

Leaf Tobacco Warehouse,

MONTE 199,

Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ

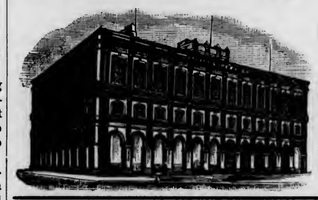
VONEIFF Y VIDAL CRUZ

Packers and Exporters of LEAF TOBACCO

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EDEN CIGAR FACTORY



of

BANCES & LOPEZ

HAVANA, CUBA.

Calixto Lopez & Co.

180 Water St., New York

Will receive and attend to orders.

Cigars made strictly of the very best VUELTA ABAJO TOBACCO

UNITED CIGAR Manufacturers

BRANCHES:

Kerbs, Wertheim & Schiffer,

Hirschhorn, Mack & Co.

Straiton & Storm,

Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Deli

M. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

54 SCHOENER. CABLE ADDRESS "TACHUELA."

H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
189 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE
NEW YORK.
Habanos de Selección HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HIRSCH."
Joseph Hirsch & Son
8, 2. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, March 13, 1905.

The trade, generally, was in better spirits all of last week, owing to the reasonably good weather which gave promise of better to come. Business was quite a little better with the retailers who are preparing for a spring rush. Manufacturers are booking good orders from the West and South and a very cheerful spirit pervades the trade.

The leaf trade has experienced a comparatively quiet week, and had it not been for the interest incident to the year's first inscription of Sumatra tobacco, at Amsterdam, it would be even more dull. Business, however, never stops entirely and there was much inquiry for goods, but all were not fortunate enough to have the stock on hand to meet the demand, particularly in the case of old Pennsylvania Broad leaf and Wisconsin.

The Sumatra market has naturally been somewhat quiet, owing to the advent of the new goods, and the waiting of buyers to see the samples of new offerings, which will be on exhibition in about three weeks. Havana alone remained fairly active.

H. Duys & Co., Sumatra importers, at 178 Water street were the first purchaser of the new crop, having secured out of hand 81 bales of the L. P. Deli just two days before the regular inscription. The goods will be promptly forwarded, and should reach here in about two weeks from the time of purchase.

According to report at the first inscription of this season, more than the usual interest was aroused. The offerings, however, showed only a comparatively small portion suitable for the American market and purchases by American buyers were correspondingly small—possibly 1,600 bales, out of a total offering of over 15,000 bales. These purchases are said to have been the smallest made for many years by American buyers at the first inscription. Among the successful bidders were: H. Duys & Co., of about 375 bales for transhipment; A. Cohn & Co., who secured about 600 bales; S. Rossin & Sons, 288 bales; Pretzfeld & Co., 200 bales, L. P. Sutter & Bros., 75 bales.

• • •

Wm. Steiner, Sons & Co., lithographers, of 116 122 East Fourteenth street, New York, have issued an artistic circular, printed in colors, illustrating the company's latest designs in band strips, on which the firm has quite a reputation.

• • •

The Waldorf-Astoria Segar Co. will open a new store on or about April 1, at 50 East Fourteenth street, which they announce will be sumptuous in its appointments. The location of this store which has just been secured is in proximity to one of the United Cigar Stores Co.'s stands, and it is likely that rivalry will be rather keen.

On May 1, the A. H. Hillman Co. will remove to 437 Pearl street, from its present location on Park Row. A portion of the building will be sufficient for the needs of the company at present, although the lease includes the entire structure, and it is fairly probable that with its growing business the firm will soon need all the space available.

Among the New Yorkers who made recent departures for the Sumatra inscriptions, are Joseph Hirsch, of Joseph Hirsch & Son, and Max Meyer and Ben G. Meyer, of Meyer & Mendelsohn.

George Alces, of the R. Steinecke Co., manufacturers of this city, who was hurt by a fall at the Barclay street ferry, a few days ago, is doing very nicely.

• • •

A case that will be of interest to tobacco importers has come before the Board of General Appraisers for a ruling as to the reappraisement on an importation of cigars from Cuba. The importation in question was made through the Philadelphia port, and had been assessed by the Collector of that port according to its market value. Owing to the internal revenue tax that obtains in Cuba of $2 per thousand on cigars the Collector decided that the market value of the cigars was increased by that amount, and assessed the duty accordingly. The importers protested against the decision of the Collector, contending that the tax did not in any way affect the market value of the cigars. The Government, on the other hand, insisted that as the tax necessarily increased the selling price of the article their market value was consequently raised.

The case is being watched closely by tobacco merchants, and a ruling by the Appraiser is expected shortly.

• • •

The annual meeting of the stockholders of the American Tobacco Co., which was held in Jersey City last week, brought forth a treasurer's report which must have caused a glow of righteous satisfaction to pervade the breasts of those present.

The report shows total net earnings for the year ended Dec. 31, 1904, of $22,304 696. This compares with $22,228,182 in the previous year, or an increase of $76,514. The amount of such earnings applicable to surplus account is $12,296,666, making the total surplus $39,531,796. Less the difference between the par value of the preferred stocks of the American and Continental companies and par value of the American Tobacco 6 per cent gold bonds, into which they were converted, leaves the surplus on Dec. 31, 1904, at $29,518,880.

The report of the treasurer, in detail, showing the earnings and balance sheet, will be interesting to a great many readers. It is as follows:

The net earnings of the merging companies from Jan. 1, 1904, to the time of merger (not counting dividends received by one merging company from another merging company), together with net earnings of this company from the time of merger to end of the year, after deducting all charges and expenses for management, etc., were	$22,304,696
Deduct interest on Consolidated 4 per cent (Jan. 1 to Oct. 1)	$4,721,346
Two quarterly dividends of 2 per cent each on American Tobacco preferred	560,000
$2 per share in conversion of American Tobacco pref'd stock in lieu for quarter ending Sept. 30, 1904	280,000
Six per ct. dividend of American Tob. common stock (not counting dividend paid on stock held by Consolidated)	13,527
Three quarterly dividends of 1¾ per ct. each (not counting dividends paid on stock held by American and Consolidated Tobacco)	1,684,069
Twelve per ct. dividends on Continental Tob'co common stock (not counting dividends paid on stock held by Consolidated)	2,040
Interest (Oct. 1 to Dec. 31) on American Tobacco 6 s	841,357
Interest (Oct. 1 to Dec. 31) on American Tobacco 4 s and remaining 4 per cent bonds of Consolidated not yet exchanged	786,891
4½ per ct. dividend on preferred stock for quarter ended Dec. 31	1,180,336
Total deductions	$10,069.565
Net applicable to surplus account	$12,235,131
Surplus of merging companies as of Dec. 31, 1903,	27,296.666
Total surplus	$39.531,796
Less difference between par value of the pref'd stocks of the American and Continental and par value of the American Tobacco 6's into which they were converted	10,012.917
Surplus Dec. 31, 1904,	$29,518,880

Assets—Real estate, machinery, fixtures, trade marks, patents, good will, etc., $139,604 437; leaf tobacco, manufactured stock, operating supplies, etc., $24.405,452; stocks in foreign companies, $23,925,420; stocks in other companies, $55,532,890; cash, $8,028,236; commissions and allowances to customers pre paid, $600,964; bills and accounts receivable, $41,522.716; total assets, $293,620,115.

Liabilities—Capital stock, preferred, $78,689,100; common stock, $40,242,400; 6 per cent gold bonds, $56,090,400; 4 per cent gold bonds and remaining 4 per cent gold bonds of Consolidated Tobacco Co., not yet exchanged, $78,689,100; 7 per cent gold debenture bonds of Continental Tobacco Co., $1,581,100; provision for dividend on preferred stock for quarter ending Dec. 31, 1904, $1,180.337; accrued interest on 6 per cent bonds, payable April 1, 1905, $841,356; accrued interest on 4 per cent bonds, payable Feb. 1, 1905, $1,311,485; accrued interest on 7 per cent bonds of Continental Tobacco Co., payable April 1, 1905, $27,669; provision for commissions and allowances, $221.525; advertising fund, $2,399,280; accounts and bills payable, $2,827,484; surplus, $29,518,880; total liabilities, $293,620,115.

The common stock, of which there are 402,424 shares, was represented at the meeting by 39 ',768 shares. The following were re elected directors for the year: George Arents, Anthony N. Brady, Paul Brown, John B. Cobb, Thomas Dolan, James B. Duke, Caleb C. Dula, Robert B. Dula, Charles E. Halliwell, Wm. E. Harris, George A. Helme, Percival S. Hill, Herbert D. Kingsbury, Pierre Lorillard, Thomas J. Maloney, Rufus L. Patterson, Oliver H. Payne, Frank H. Ray, Thomas F. Ryan, Grant B. Schley, R. A. C. Smith, Robert K. Smith, Chas. N. Strotz, George W. Watts, Harry Weissinger and P. A. B. Widener.

The following have been re elected directors of the Havana Tobacco Co. for a term of three years: H. B. Hollins, R. Govin, Thos. F. Ryan, O. H. Payne, Grant B. Schley and G. G. Finch. The retiring board of the American Snuff Co. was also re elected.

H. DUYS & CO. MAKE EXTENSIVE PURCHASES OF SUMATRA.

H. Duys & Co of New York, members of whom are attending the Sumatra inscriptions, are losing no time in acquiring some valuable lots of Sumatra. They write as follows:

"At to day's inscription, March 10, we purchased two running lots of tobacco, which include 500 bales Deli Tangkat Tab. My | St. Cyr | Deli, 366 bales S P | Deli, out of which, 375 bales are for the American Market A lot of about 90 bales S P | Deli will be shipped via S S. 'Statendam,' leaving Holland on the 11th inst., due to arrive here on the 21st inst., and this will be the first lot of new tobacco arriving in this country. The lot of St. Cyr. Deli was considered to be by many brokers the finest lot of the entire inscription."

This again bespeaks the well known enterprise of this house.

CINCINNATI LEAF BOARD OF TRADE MOURNS MOSES KROHN.

The Cincinnati Seed Leaf Tobacco Board of Trade has issued the following circular letter:

IN MEMORIAM.

"The Seed Leaf Tobacco Board of Trade is again called upon to mourn the loss of one of its members, Mr. Moses Krohn, who was called to the great beyond on February 25th, 1905.

"The deceased, through his long experience as an extensive manufacturer of cigars, and as the head of one of the largest tobacco packing concerns of the Miami Valley, did much to advance both interests to a high standard; his knowledge of affairs, his keen insight into matters that affected the welfare of the tobacco and cigar trade, especially when legislation in Congress adverse to our interests was imminent, were well known all over the country; and the trade has many times called upon him, and has received the benefit of his counsel and of his ripe judgment.

"At a meeting of the Board held February 27th, 1905, the members resolved to attend the funeral in a body, and as a slight testimonial of respect, and as an expression of our sorrow, it was also resolved to send a suitable floral emblem to the bereaved family, and also to transmit to them and to the trade journals a copy of this memorial, and to have the same spread on the minutes of the Board."

Committee: John Oberhelman, H. A. Beins, H. Tietig.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUDLE,
Formerly with F. C. Linde, Hamilton & Co.
C. B. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Established 1840. Cable "Hargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
THOS SMITH
NEW YORK

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBERR G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Peace; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

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PHILADELPHIA, MARCH 15, 1905

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

THE BURLEY DEAL.

After the wearisome series of explanations, excuses, hitches, halts, false starts, and other purposeless maneuvers, which have characterized the career of the Burley Growers' Association, it is somewhat of a relief to believe that the association has really and positively retired from the field.

There is not the slightest doubt that a great many of the tobacco farmers of the country, slave year in and year out for no adequate reward: and any movement which truly tends to put the grower on a better footing, and not only make him more independent but place him where he can exact a fair return for his labor, has our sincere sympathy.

But it is not easy to understand how this result could have been attained by such a method as this, except by the forming of precisely the same sort of trust as is the chief object of the farmers' denunciation. The affair was to have been conducted by promoters whose idea was to acquire a corner in tobacco and then squeeze, and it was to have been backed by capitalists, who before they even considered the proposition let it be understood that they must be assured "theirs" in pretty plentiful measure before they signed a check.

Somebody would have had to pay extra for these considerations, and the farmers were in the attitude of not caring who paid so long as they were not forced to.

Another feature of the deal, and one which does not leave such a good taste in the mouth, were the wheels within wheels which seem to have existed, and which have given rise to considerable internal bickering in the last two weeks. Secret conferences garnished by the framing of secret contracts, and a continual working at cross purposes did not tend to simplify matters or add to the farmers' chances of success; and when the entire scheme blew up in a burst of charges, counter charges, refutations, etc., the farmers had nothing left to do but mournfully shake their heads and once more get ready their tobacco for the open market.

As the situation now stands, the grower seems farther away from his salvation than ever.

IT IS announced that about the first of July, Secretary of War Taft will visit the Philippines with a number of Congressmen and Government officials in his tow.

The Secretary has not stated publicly just what the object of his trip will be, but it is reasonable to presume that what comes off during the jaunt will not exactly conspire to render the Congressional end of the party what might be described as bitterly antagonistic to the Curtis bill.

Secretary Taft takes a great interest in the problem of the Philippines, as is natural he should, but this carting of a crowd of legislators half-way across the world where the wind will blow but one way, is considerably like a hearing before a magistrate with the right of appeal taken away.

IT MUST be gratifying to the followers of Miss Lucy Page Gaston to know that the principal foe of the cigarette needs no press agent in her campaign. Armed with her own earnest imagination and credulity, Miss Gaston should be a match for those few thousands who desire to continue making a living from the manufacture of cigarettes. In an interview with a reporter the other day the reformer spun this heart breaking little tale.

"It seems strange, doesn't it," remarked Miss Gaston, "that women should smoke those death-bringing things? Why, I know of a grandmother who cares for a 3 year old child, and both smoke cigarettes. One day the grandmother had been put to sleep by a cigarette, and while asleep the baby set fire to the bed clothing with the cigarette it had been smoking. Yes, sir, only 3 years old. I know it sounds like an invention, but I have good authority for its truth."

Due credit should be given Miss Gaston for her voluntary admission that this "sounds like an invention," but unless the lady actually witnessed the tragedy "with her own eyes," it must likewise be admitted that the story also smells like an invention and doubtless is.

CIGARETTE LAW WON'T GO FAR.

Dealers in cigarettes in Western cities are not particularly agitated over the cigarette movement, owing to the fact that dealers have been advised by the American Tobacco Company that the company is prepared to test all laws which seem obnoxious, and principal among which is the new Indiana law.

Philadelphia Tobacco Trade.

February Revenue Returns.

The returns from the Internal Revenue Collector's office for the First District of Pennsylvania, for the month of February, consist of the following figures:

Cigars at $3 per M.	45,842,050
" at 54c. "	142,000
Cigarettes at $3 "	8,000
Cigarettes at $1.08 per M.	3,847,500
Cigarettes at 54c. "	102,000
Manuf'd Tob. at 6c per lb	102,973
Snuff stamps at 6c per lb	342,025

Here and There With the Retailers

Dan McNeill, one of the local salesmen for A. B. Cunningham & Co., is laid up with a severe attack of grip, and will probably be confined to his home for some days yet.

I. Lowengrund, at his Third and Market street store, is making a special deal this week in Dominguez Chicos, which he is offering at $2 50 a hundred or 8 for a quarter.

The store on Chestnut street, below Tenth, recently bought by Mr. Lowengrund from Walter Lazar will soon be in shape for Chestnut street promenaders to admire. Improvements and repairs have held things back so far. The stand is under the able management of W. J. Ferree, who has been at the Sixth and Market street store.

Barron Taylor, the American representative of the Por Larranaga factory, of Havana, was visiting the local trade last week.

On days this month when the weather has let up a bit, business has been pretty good at the Fifth street store of M. J. Dalton. The only trouble is that these days have been so few and far between.

Retailers will be glad to learn that Frank Welsh, a popular salseman for Otto Eisenlohr & Bros. is out again and ready to do business. Mr. Welsh has been laid up for several weeks.

Victor Lopez, the capable representative of Trujillo & Co., who is very well known in the local market, spent a couple of days in town last week. He says the house is doing a great business in the West and South, but things are a little slow around this section.

Barney Greenburg, manager of the United Cigar Stores in this city, says that he has pretty nearly as much business as he can handle in the present list of stores. The company will take possession of its new stand at Second and Market streets on the first of April and at once commence alterations, so that the store will be opened to the public about the 15th. At present the company's stores are having a great run on their "Wednesday's Special," which sells on Wednesday for 5c. straight and every other day at 3 for a quarter.

Mr. Mendel, Jr., of M. W. Mendel & Bro., of New York, was in the retail market during the week pushing a new tobacco cheroot and a 5 cent cigar.

Mr. Van Bahler, a prominent retailer of Youngstown, who is best known in this territory on account of his former connection with J. W. Merriam & Co. and other houses, was in Philadelphia last week picking up a few pointers for his business.

Among the salesmen who visited local retailers during the past week were Wm. Taylor, of the Romeo & Juliet and Punch factories; Tom Bowen, of Guerra, Diaz & Co.; Joseph Wertheim, of Jose Lovera & Co.; Charles Wasserman, of B. Wasserman and Co.; B. R. Strauss, of Bustillo Bros. and Diaz, and A. Metzger, of Berriman Bros. All reported business rather slow, but expected great things when the weather clears up for good.

With Manufacturers and Jobbers.

The manufacturers felt considerably better this week, owing to an influx of orders which resulted from the spring weather. The majority of the manufacturers would not admit that things were very dull before, but the fact was patent, and the difference between the former attitude and the one which the present condition of the market causes, is very noticeable. Many orders, which have been held off for some time have been sent in this week, and the manufacturers take that fact as an indication that the season has fairly started.

W. D. Hicks, well known in the trade, is the Eastern representative of the Michigan Tobacco Co., of Detroit, Mich., with headquarters in this city. Mr. Hicks' territory embraces Eastern Pennsylvania and Delaware.

The engagement is announced of J. M. Frechie, with M. S. Frechie, 508 Arch street, to Miss Bessie F. Blum. Mr.

The Waldorf-Astoria

WJC

Segar Company

Over 300,000

La Magnita Segars

Sold in Greater New York, February, 1905.

MORE THAN 1,200 DEALERS HANDLED THEM.

They are Made in Every Shape and Size.

Main Office and Humidors
Waldorf-Astoria Hotel

HANOVER BANK ARCADE, NASSAU & PINE STREETS
68 WILLIAM ST. COR. CEDAR ST. 487 BROADWAY COR. BROOME ST.
8 CORTLANDT ST. NEAR BROADWAY 643 BROADWAY COR. BLEECKER ST.
273 BROADWAY COR. CHAMBERS ST. 1 WEST 42ND ST. NEAR 5TH AVE.

A Quick Seller—

Quo Vadis 5¢ Cigar

We sell lots of them, and so will you, if you'll only give them a trial.

There is no better nickel cigar made than our "Quo Vadis"—every one is a fragrant, pure and satisfying smoke.

It's the kind of cigars your customers will call for again, and even the most fastidious men enjoy their fine aroma.

Besides the big, fat **Diplomaticos,** which we told you about already, we also make a more slender shape, a real handsome **Concha Especial.** Both are of the same good quality and of the same reliable workmanship—strictly hand made.

We'll be pleased to send you a sample box of one or both sizes, and to tell you about our **Special Introductory Offer.**

You may return the samples at our expense if not satisfactory, or we allow you their cost from your first order for a thousand "Quo Vadis"—thus you'll not risk anything either way. Write us today—we want your trade.

Alfred Eyer & Co., Cigar Mfrs., Allentown, Pa.

G. H. SACHS

Manufacturer of

Best Grade Seed and Havana Hand-Made CIGARS

245 NORTH CONCORD ST.,
Lancaster, Pa.

Are you looking for a Good

PITTSBURG STOGIE?

"Jolly Fellows"

Hand Made IS THE NAME. Long Filler

MADE BY **Samuel Smith & Son,**

112-14-16 East Jefferson Street,

Special Prices to Jobbers
Mention Tobacco World

Allegheny, Pa.

TOBACCOS THAT SELL.

"DARK HORSE"—The fruit flavored scrap chewing.
"SILVER MOON"—The best granulated smoking for either pipe or cigarette. The smoke for the man who knows.
"BLACK THREADS"—The finest heavy long cut smoking manufactured.
"SUN TIME"—A long cut smoking that always gives satisfaction.
"RED SETTER"—The natural leaf scrap smoking.
"SCOUT" and "OLE VIRGINY"—Good grades of granulated smoking.

UNION MADE

UNIVERSAL COUPONS packed in each package for the consumer. Also **FIVE UNIVERSAL COUPONS** in each carton of **"DARK HORSE," "SILVER MOON,"** and **"BLACK THREADS,"** for the retailer.

Write us for samples and prices.

THE GEM CITY TOBACCO CO., DAYTON, OHIO.

A LINE OF HIGH-GRADE

Tobacco Spraying Goods

For Cigar and Tobacco Factories and Leaf Tobacco Dealers.

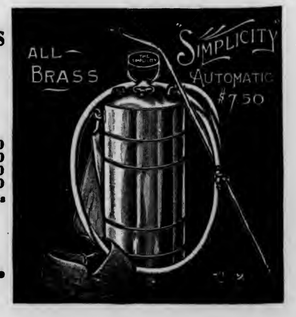
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.

Send for free Catalogue.

DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.



For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

Frechie is well known in the trade and is receiving many congratulations.

A charter will soon be applied for by Henry Heymann's Sons for manufacturing and dealing in cigars. The capital has not yet been decided upon. The incorporators will include James C. and Roy A. Heymann, sons of the late Henry Heymann, for many years proprietor of the United States Cigar Factory of T. J. Dunn & Co., and one of the best known cigar men of this city. Jas. C. Heymann will be president of the new company, and E. L. Nissley, an extensive leaf packer of Florin, Pa., will be treasurer. The new company will have office headquarters in the Betz building and the factory will be either at Marietta or Columbia, Pa.

M. Goldberg, of Seventh and Arch streets, has secured an additional floor of the building in which he has been located for some time, and will enlarge his factory facilities to meet the requirements of his growing trade.

J. N. Kolb, superintendent of the several Theobald & Oppenheimer Co. factories, has just returned from a visit to their Tampa factory, where he found things progressing most satisfactorily. He will sail on Saturday for Holland to attend the Sumatra inscriptions at Amsterdam.

A neat display is being made this week in the Eleventh street display window of the Sulzberger-Oppenheimer Co., Ltd., of Campanella 5c. cigars.

HENRY H. SHEIP MFG. CO.

Cigar Boxes
Cigar Box Lumber

Largest stock of

Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET

PHILADELPHIA.

J. E. SHERTS & CO.

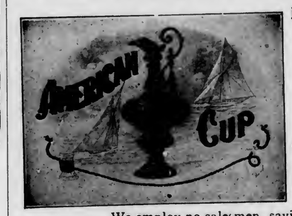
Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

F. H. BELTZ, Schwenksville, Pa.



Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

IMPORTANT!!!

Our New Shipments of

LIGHT FLORIDA Sumatra Wrappers

ARE IDEAL in every respect.
We believe we can show you a Surprise in FINE QUALITY and LOW PRICES.
Call or Write, and you will be Convinced.

Florida Tobacco Co.

No. 131 Maiden Lane, New York Telephone "5276 John"

Plantations---Quincy, Florida.

For Genuine Sawed Cedar Cigar Boxes, go to tablished 1880.
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

A. Schwartz, at 246 Arch street, is offering for sale his retail cigar store, owing to failing health. Mr. Schwartz contemplates a trip to Southern California, where, if the climate is suitable, he may remain for an indefinite period.

Leaf Dealers' Jottings.

The very fair demand continued during the week, but as was said last week, the dealers scarcely had the tobacco to meet it, although a few customers paid the prices that were asked, willingly. There was more doing in Havana than any other grade, owing to the fact that domestic stocks were pretty well cleaned out, and those who wanted Sumatra were waiting for the returns from the inscriptions.

Trade-Mark Register.

VITO 14,728
For cigars, cigarettes, cheroots, stogies and tobacco Registered March 4, 1905, at 12 m, by P Hochman, Philadelphia, Pa

NEVERBETTER 14,729
For cigars and tobacco Registered March 6, 1905, at 9 a m, by H D Narrigan & Co, Philadelphia, Pa

RIGANNA 14,730
For cigars and tobacco Registered March 6, 1905, at 9 a m, by H D Narrigan & Co, Philadelphia, Pa

P. of H. 14,731
For cigars Registered March 8, 1905, at 9 a m, by E M Dinger, Cocalico, Pa

NATIONAL GRANGE 14,732
For cigars Registered March 8, 1905, at 9 a m, by E M Dinger, Cocalico, Pa

CUBA DE CUBA 14,733
For cigars, cigarettes, cheroots, stogies and tobacco Registered March 10, 1905, at 9 a m, by I Lowengrund, Philadelphia, Pa

TITANIC 14,734
For cigars, cigarettes, cheroots, stogies and tobacco Registered March 10, 1905, at 9 a m, by I Lowengrund, Philadelphia, Pa

METOL 14,735
For cigars, cigarettes, cheroots, stogies and tobacco Registered March 10, 1905, at 9 a m, by I Lowengrund, Philadelphia, Pa

PHILADEL 14,736
For cigars cigarettes, cheroots, stogies and tobacco Registered March 11, 1905, at 9 a m, by I Lowengrund, Philadelphia, Pa

A RUN OF LUCK 14,737
For chewing and smoking tobacco Registered March 13, 1905, at 9 a m, by Thos Fitzgerald, Philadelphia, Pa

RUFUS K. POLK 14,738
For cigars, cigarettes, cheroots, stogies and tobacco Registered March 14, 1905, at 9 a m, by E E Kahler, Reading, Pa

NEXBEST 14,739
For cigars Registered March 14, 1905, at 9 a m, by J Milton Althouse, Reading, Pa

REJECTIONS.

Gen. Oyama, Jiu Jitsu. Vuelta Ribbon, Greater Pittsburg, Vueltas Ribbon, Reco, Just Right, Chestnut, Golden Lyon, Nips.

CORRECTION.

"Semi-Hava," registered Feb 28, 1905, by J Milton Althouse, Reading, Pa, should have been "Semi-Havana"

WHERE TOBACCO GROWS.

How the Growth is Divided Among the Different States.

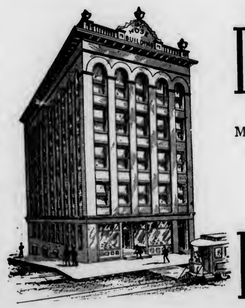
There are twenty-six States of the Union reporting fractions of the country's commercial tobacco crop, and as these reports cover portions of New England and northerly portions of the middle West—notably Wisconsin—it cannot be said that climate sets arbitrary limits to the growing of the plant, such is the variation in its character and habitat. However, the South is preeminent in tobacco production, and when this is said it may

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.



Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

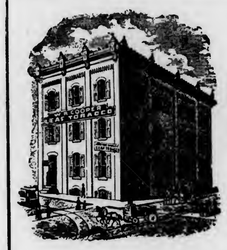
J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS and DEALERS IN **Leaf Tobaccos**
142 N. Market Street,
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER & CO.
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
and much Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

THE JOHNS-BRASH CIGAR CO.
Manufacturers of the Celebrated
"UNCLE DAN"
Absolutely
Hand-Made
LONDRES AND PERFECTO SHAPES
Main Office:
Lancaster, Pa.
EDW. M. BRASH,
Sec'y & Treas.

be added that Virginia, North Carolina, South Carolina, Georgia, Alabama, Mississippi, Tennessee and Kentucky produce an average of 75 per cent. of the commercial crop, the percentage holding good as to the number of acres devoted to the plant, the number of pounds of farm product and the farm value of that product.

In 1903 Virginia produced 120,913,500 pounds on 162,300 acres; North Carolina, 134,728,506 pounds on 214,878 acres; South Carolina, 24,490,890 pounds on 40,149 acres; Georgia, 1,299,200 pounds on 2,030 acres; Alabama, 254,745 pounds on 629 acres; Mississippi, 84,336 pounds on 168 acres; Tennessee, 49,838,600 pounds on 71,198 acres; and Kentucky, 267,260,160 pounds on 338,304 acres, making a total of 829,656 acres cultivated and 589,869,937 pounds produced, which product was valued at $37,339,913.

This was the farm value, which should not be confounded with export or other values. The various handlings, gradings and other manipulations to which the crop is subjected add greatly to the value of leaf tobacco in its journey from producer to consumer, more noticeably, perhaps, than is the case with any other important farm crop.

PHILIPPINE IMPORT DUTY.

Text of Payne Bill Which Becomes Operative May 1.

Following is that portion of the Payne bill, now a law, which affects the tobacco trade. The bill regulates the tariff on goods entering the Philippines. The bill becomes operative May 1.

183. Lithographs, chromolithographs, oleographs, and so forth, printed from stone, zinc, aluminum, or other material, used as labels, flaps, bands and wrappers for tobacco or other purposes:

(a) Of one to three printings, inclusive, including articles solely printed in bronze (bronze printing to be counted as three printings), but not including any article printed in whole or in part in metal leaf, N. W., kilo, five cents;

(b) Of four to seven printings, inclusive (bronze printing to be counted as three printings), but not including any article printed in whole or in part in metal leaf, N. W., kilo, twenty cents;

(c) Of eight to thirteen printings, inclusive (bronze printing to be counted as three printings), but not including any article printed in whole or in part in metal leaf, N. W., kilo forty cents;

(d) Of more than thirteen printings (bronze printing to be counted as three printings), including all articles printed in whole or in part in metal leaf, N. W., kilo, eighty cents.

188. Cigarette paper, printed or unprinted:

(a) Cigarette paper, printed or unprinted, in books, N. W., kilo, twenty cents;

(b) In rolls, reams, or other forms, N. W., one hundred kilos, nine dollars.

364. Tobacco:

(a) In the leaf, unmanufactured, N. W., kilo, fifty cents;

(b) Manufactured, N. W., kilo, one dollar.

EXPORT DUTIES.

403. Tobacco, manufactured, of all kinds and whatever origin, one hundred kilos, one dollar and fifty cents.

404. Tobacco, raw, grown in the provinces of Cagayan, Isabela, and Neuva Vizcaya (Luzon Island), one hundred kilos, one dollar and fifty cents.

405. Tobacco, raw, grown in the Vizcayas and Mindinao Island, one hundred kilos, one dollar.

406 Tobacco, raw, grown in other provinces of the archipelago, one hundred kilos, seventy-five cents;

GEO. A. BUDDY,
Littlestown, Pa.
Manufacturer of

Strictly High-Grade Cigars
OUR LINE:
Lord Bute, The Buddy, Union Riders, Sweet Tips, Cuban Emulator, General Post, Pretty Nell.

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for
Choice Escojidas of
Remedios, Santa Clara
and **Manicaragua,**
Vuelta Abajo and Partido Factory Vegas
of Various Sized Lots

LOEB-NUNEZ HAVANA CO.

Packers of

Havana Tobacco

CONSULADO 142 and 144,
Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

THE TASTE TELLS **QUATILITY** Yes! it is Different

5¢ CIGAR

THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.; THE UNITED NEWS CO. PHILA. Genl. Distrib's.

LANCASTER AGITATED

But United Cigar Stores Co. will not Invade that Section.

Lancaster, Pa., March 13.

Not for many a day has the retail trade of this city experienced so much excitement as it did during the past two weeks as the result of a rumor that the United Cigar Stores Co. had secured one of the choice locations of this city, and proposed forthwith to open a fine cigar store here, and that if the venture proved profitable others would be opened. The report had gained considerable credence, and it was beginning to be believed that the north east corner of Queen and King streets had been secured for the purpose. As a result, there was considerable agitation among a half score of dealers near that vicinity. The location was admitted by all as next to ideal and everything looked favorable.

It remained, however, for a Tobacco World representative to make a careful investigation to ascertain the fact that the present occupant of the premises still held a long time lease, and not only had not offered it for sale, but on the contrary had not been approached nor even thought of such a move. When pressed still further he declared most emphatically that he would not even consider a proposition of that kind at this time.

Subsequent interviews with dealers who would likely have been most affected by such an event, revealed the fact that the reports had caused considerable dismay.

CINCINNATI BREAKS LIVELY.

Lots of Action While the Combine Needs Tobacco.

Cincinnati, March 15.

With the American Tobacco Company—the trust—snapping up tobacco at the rate of $500,000 worth in one week, prices on Cincinnati breaks for white burley released by the collapse of the growers' corner, still remain firm.

When last week's market closed the average for all the different grades of the tobacco was better than at any time since the few days when it seemed assured the corner would be financed.

One of the factors responsible for this is that the farmers are continuing their "bull" movement on the market by holding all the tobacco possible back, and letting the crop they must sell go to the market as gradually as possible.

Another element is that speculators are buying up large quantities, on the theory that they can hold it up till the trust and other manufacturers have to pay even better figures than they are giving now.

T. H. Kirk and others are bidding high for all kinds of burley. Kirk has bought so much he is having trouble getting warehouses for all of it. Others are dealing on the same scale, it is said.

Still one of the warehouse men said he did not believe the speculators had quite so much on their hands this year as last, because of the tobacco coming in so slowly.

LANCASTER GROWERS' MEETING.

Discuss the Injustice of the Philippine Bill to Reduce Tariff.

Lancaster, Pa., March 13, 1905.

The Lancaster County Tobacco Growers' Association held a meeting this afternoon in Grand Army Hall. There was a very small attendance of members. President B. Ezra Herr was in the chair.

The report of the committee on the hearing before the Ways and Means Committee of Congress on the tax on Philippine tobacco was presented by Mr. Herr. He said that previous to going to Washington he had written out a few remarks to make before that committee. They met the committee on a Wednesday through the courtesy of Congressman Cassel and indorsed the position taken by the New England Association. The tax on Philippine tobacco would hurt Pennsylvania and Ohio more than any other State in the country.

The cooley laborers of the Philippines can work so very cheap that those of this country cannot begin to compete with them. This country is one of the biggest raisers of tobacco, and it would be a big loss to the farmers if this bill should be passed. The local delegation pointed out to the committee how unjust the bill was to the Lancaster County raisers. Philippine tobacco sells at $9.50 per hundred pounds. The secretary of the committee asked if 46 cents per hundred would not be acceptable to the committee, but they replied in the negative.

Other gentlemen from all over the county were present at this meeting and voiced their sentiments. The final outcome was that the bill has not as yet been passed.

It was brought out that the foreign growers did not benefit by any such bills, but that it was beneficial to the packers.

"What Seeds to Plant and What to Grow" was then taken up by the society. Mr. Greider, of Mt. Joy, said there is a demand for a little filler tobacco. A few years ago the Government experimented here with the Cuban tobacco, but it was condemned. The speaker was convinced that the time is coming when a better leaf will need to be grown. Ohio is far ahead of other States on this question, and realized better prices.

The question was further discussed by

FLOR DE MANCHESTER
. . . 5-Cent Cigars . . .
and
MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market, are made by the
MANCHESTER CIGAR MANUFACTURING CO.,
F. B. ROBERTSON, Factory Representative, 1004 Ridge Ave., Philadelphia.
of Baltimore, Md.

GEO. STEUERNAGLE,
Manufacturer of
THE CELEBRATED MERCHANT & MANUFACTURER Trade Mark. Registered. LONG HAND-MADE STOGIES. FILLER
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
2103 Penn Ave., Pittsburg, Pa.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

The PROGRESS
SHORT FILLER
Bunching Machine
For CIGARS and ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

Manufactured by

N. H. BORGFELDT,

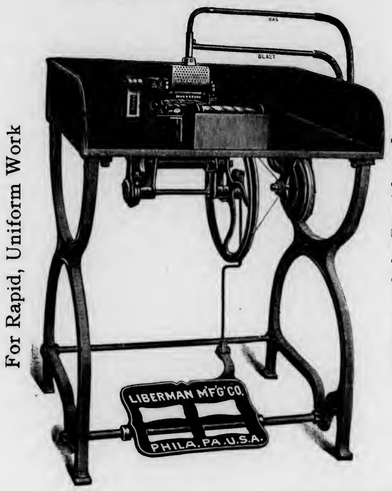
Nos. 341 and 343 East Fifty-Ninth Street,

NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

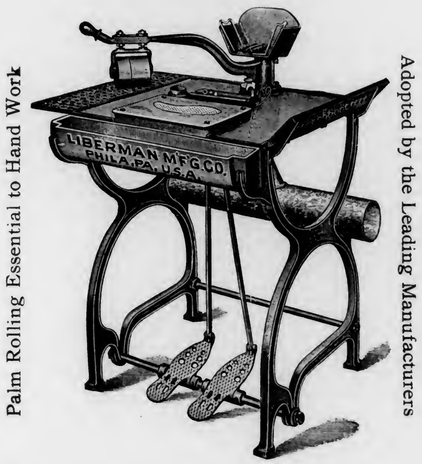
BRANDING MACHINE



For Rapid, Uniform Work

Capacity, Eighty per Minute

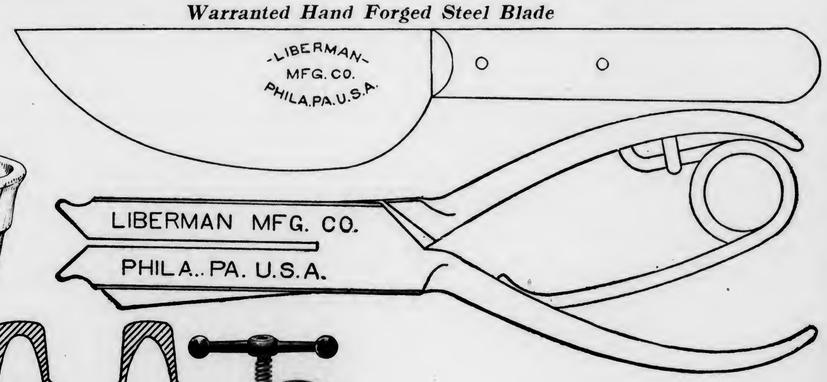
SUCTION TABLE



Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade



Manufactured by

Liberman Manufacturing Company

240--42 North Third Street, Philadelphia

New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

SCHUTTE & KOERTING CO.

PHILADELPHIA, U. S. A.

Twelfth and Thompson Streets.

SCHUTTE--KOERTING MOIST VENTILATOR,

used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time, without deterioration. The principal advantages are:

1. **Low cost and simplicity.**
2. **Cost of maintenance is nothing, being operated by city water pressure.**
3. **Needs no attention.**
4. **No drip occurs; humidity uniform.**

Correspondence Solicited.

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,

LANCASTER, PA.

Manufacturers of

High Grade

Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.

Correspondence solicited.

Samples on application.

BRANDS:—*The* **Bear,** *The* **Cub, Essie,** and **Matthew Carey.**

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

the president and several other members. It was brought out that the conditions of the weather and the soil had a great deal to do with the thickness of the leaf.

President Herr cited a case of where Zimmer Spanish was mistaken for Havana by an Ohioan. In that State and with their soil the leaf would have been very thick, but in this county it was thin.

Mr. Bricker, of Lititz, said that tobacco growing in Ohio is mainly confined to the Miami Valley, where the alluvial soil is very rich and does not require much manure.

The subject of tobacco planters was then taken up by Mr. Bricker, who asked concerning it. Several members volunteered that they can plant 2 feet 8 inches apart. Dry weather is a necessity to their use.

CROP FIGURES FOR 1900 AND 1901.

The following from the "Crop Reporter," published monthly by the Department of Commerce and Labor, will be interesting to a great many who pay attention to statistics of past years. The report is as follows:

In presenting herewith figures showing the acreage, production and value of the tobacco crop of the United States for the years 1900 and 1901, not heretofore published by this department, a word should be said in explanation.

The great difficulty of accurately estimating the tobacco crop from year to year has long been appreciated. In the crop report for March, 1896, the statistician made the following statement:

"Reporting the product of tobacco, as of fruits, sweet potatoes, beans and other crops generally grown in small patches, is exceptionally difficult, because of the uncertain basis of acreage on which it must rest. Between 1888 and 1893 no returns of tobacco were published by the department for the reason named."

Reports for the years 1893 to 1896 inclusive were published by the department, but in 1897 no estimate was made and the following statement of the statistician was published in his final report on the crops of that year:

"It is exceedingly doubtful whether the tobacco production of the country by States can be ascertained even approximately without the employment of supplementary agencies at considerable expense, and in view of the reduction of the appropriation made by Congress for the statistical work of the department, and considering also the near approach of the Federal census, it is scarcely likely that any further attempt will be made to gather statistics concerning this branch of the agricultural industry until the next census shall have furnished a new basis as to the amount produced and the distribution of the productive area." In accordince with this statement no further estimate was made by the Bureau of Statistics until 1902, as the report of the twelfth census was not available prior to that time. As soon as the figures reported by the twelfth census for the crop produced in 1899 were available a thorough investigation was undertaken in order to supply the figures for the years 1900 and 1901.

There is just as much danger of not advertising enough as there is of advertising too much. In one case you decrease your sales, in the other you waste your money.

One advertisement well written and well displayed is worth a dozen carelessly made up ones. Well written advertisements are more than 50 per cent. news.

NANINE

A 5 Cent Cigar of Distinctive Quality.

Manufactured by

H. S. HARTMAN, Lancaster, Pa.

Samples Sent to Responsible Houses.

Rabell, Costa, Vales & Company

Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98,

Havana, Cuba.

NATIONAL CUBA CO.

Sole Representative of the United States and Canada,

147 Water St., New York.

INQUIRY GOOD IN LANCASTER.

But Old Goods Are Scarce and Prices Very High.

Lancaster, Pa., March 13.

Inquiries in this market are plentiful, but tobacco—in old goods—is not, and transactions are consequently restricted, both in number and volume. There would be plenty of ready sale for goods at anything like reasonable prices, and some little of the new goods have already been sold. This was, of course, cured by the bulk sweating process, but not yet in sufficient quantities to make it a criterion.

Considerable quantities of new goods are being brought to the local warehouses, most of which now have a sufficient stock on hand to keep their present forces busy for several weeks to come. Following the favorable stripping weather of the past week, deliveries are likely to increase.

On Thursday next a meeting of the Lancaster Leaf Tobacco Board of Trade will be held when it is expected to complete the preliminaries of organizing the Lancaster Leaf Tobacco Board of Trade Inspection Co., which is to be incorporated, with a capital of $10,000, consisting of 1,000 shares, at $10 each. It is required that each member of this association shall hold at least one share in the corporation, but that none can hold more than twenty shares ($200). It will also be provided that members of the Board of Trade can be stockholders in the inspection company. Two inspectors are to be provided for, a chief inspector and assistant, each of whom is to be bonded in the sum of $1,000, and these inspectors will not be permitted to be dealers either as buyers or sellers. A uniform charge of 35 cents per case is to be maintained for sampling, which receipts are to be paid into the treasury of the company. The samplers are to be chosen by the board. Any member of the corporation to be eligible to election as a director must hold at least five shares of stock, and no member of the organization will buy any cased goods unless inspected by the official Inspection Co. of the Association.

The Lancaster Leaf Tobacco Board of Trade is officered by the following men, all well known in the trade: President, J. Gust Zook, an extensive leaf packer; vice-president, J. Goldberg, of Kramer & Goldberg, packers and dealers; Secretary, Charles E. Long, of M. M. Fry & Cor, packers and dealers; Treasurer, M. Rosenthal, of M. Rosenthal & Co., packers and dealers. The directorate is composed of the following: Wm. DeHaven, J. H. Weaver, J. W. Brenneman, S. Siesel, and W. R. Cooper.

As will be observed, the local board is composed of some of the most prominent men in the trade, and the newly proposed inspection company will, of course, be closely allied with this board, although a separate and distinct body.

H. G. Sachs has completed preparations to launch a new brand of nickel cigars under the name "Lew Morris." He has so far been highly successful in placing his goods with the local trade, and is now having some specially designed labels lithographed.

GEORGE W. PARR

Littlestown, Pa.

MANUFACTURER OF

High-Grade Cigars

Goods sold to Jobbers only.
Correspondence Solicited.
A Medal was Awarded at the World's Fair, in St. Louis, in 1904, on our

FERNSIDE 5-CENT CIGAR

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF.
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office 573 Bourse Bldg. H. S. SCRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.

Manufacturer of
High-Grade
Seed and Havana
CIGARS
Correspondence Invited from Responsible Houses.

F. B. SCHINDLER

Manufacturer of
Fine Domestic
Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION MADE
5¢ 5¢
MANUFACTURED BY A.B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFES CHOICE
POINTED ARROW · SHARP KNIFE 5¢
··· VAMPIRE ···

Simon Shisler has taken the local distributing agency of the La Verdad, brand of clear Havana cigars from the La Verdad factory of S. Batt & Co, New York, Henry G. Alces, representing the factory, recently visited this city and closed the arrangements.

H. H. Miller, leaf dealer on North Queen street, is on a pleasure trip to New Orleans for the benefit of his health. He took the ocean route from New York.

Edw. F. Law, of West End avenue, has been away on a week's trip among his jobbers.

John F. Schnupp, representing L. G. Haeussermann & Sons, of Philadelphia, was visiting the manufacturing trade in this vicinity last week.

Frank Pulver, a leaf tobacco broker of New York, was also a visitor; he was accompanied by George Johnson.

H. S. Hartman, a cigar manufacturer at 46 North Market street, has launched his Marine and Bucknell 5 cent. and Citizens' Club 10 cent cigars on the market.

J. K. Leaman, leaf dealer, was confined to his home several days last week, owing to a severe cold.

There is constant buying and selling among jobbers who are depending largely upon a more or less local territory. With the packers however, there is no lack of activity with several receiving days each week and larger forces at work in handling the leaf.

An advance by the Cigarmakers' Union of from 25 to 40 cents per thousand for packing has caused considerable agitation and at least a partial suspension at several factories.

I. H. Weaver, a well known leaf packer of this city, accompanied by a half dozen or more friends, has been spending several weeks in the South on a pleasure trip, and contemplates a visit to Havana.

J. J. Levy, of the Ashland Cigar and Tobacco Co., of Ashland, Wis., extensive jobbers of cigars and tobaccos, has been here on one of his periodical visits to the trade. He made many new contracts for supplies of goods during the present year.

BURLEY LEAF IN SWITZERLAND.

Cincinnati, O., March 13.

Henry Burrus, a big manufacturer at Boucart, Switzerland, was a recent visitor at the tobacco sales at the Front street auction warehouses. "The superiority of the Kentucky burley is well known in Switzerland," he said, "and we use a great deal of it—so much that it has been profitable for me to come to this country annually and canvass the situation. Heretofore our purchases have been made exclusively in Louisville, but it is probable that a local representative, to buy in the open market here, will be selected."

NEW MILWAUKEE HOUSE.

Sherburn M. Becker, and his uncle, Volney D. Becker, have purchased the stock of C. E. Hansen, in the Hansen-Schmitt Tobacco Co., of Milwaukee, Wis., and the capital stock has been increased to $100,000. The company has now the following officers: President and manager, M. F. Schmitt; vice president, S. M. Becker; secretary and treasurer, V. D. Becker.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending March 13, 1905.

Havana—Trinidad S & T Co, 19 bbls. cigarettes; Jas. E. Ward & Co, 17 cases cigars

Laguayra—American Tobacco Co, 3 cases cigarettes; Durlach Bros, 9 cases cigar boxes.

Liverpool—American Tobacco Co, 88 cases cigarette paper

Ponce—L Dassau, 8 cases cigars; Clyde S S Co, 4 do

Vera Cruz—Jas. E. Ward & Co, 201 bales tobacco.

HAVANA TOBACCO.

Str. Mexico, arrived March 8:
(2,865 bales; 6 bbls.)

Jas. E. Ward & Co	414 bales
A. Gonzalez	361 "
F. Miranda & Co	313 "
S. Ruppin	252 "
E. Pascual & Co	193 "
Levi Blumensteil & Co	180 "
S. Ashner	159 "
Ernest Ellinger & Co	130 "
G. V. Watson & Co	112 "
Max Gans & Son	110 "
Calixto Lopez & Co	100 "
E. Hoffman & Son	72 "
American Cigar Co	65 "
S. L. Goldberg & Son	55 "
Union Line	45 "
Continental Line, N Y	44 "
A. Diaz & Co	36 "
J. Bernheim & Son	30 "
E. Regensburg & Sons	30 "
Leonard Friedman & Co	29 "
Weil & Co	25 "
A. Arendt	25 "
R. W. Blake	23 "
M. Rivera	21 "
Rollin H. Mills	15 "
J. Holzman	11 "
Selgas, Suarez & Co	10 "
Mendelsohn, Bornemann & Co	5 "
Jas. E. Ward & Co	5 bbls.
American Cigar Co	1 bbl.

Str. Vigilancia, arrived March 11:
(818 bales)

J. Bernheim & Son	347 bales
Jas. E. Ward & Co	220 "
Hamburger Bros & Co	79 "
Otto Eisenlohr & Bros	75 "
Jose Benito Ergia	36 "
S. Rossin & Sons	30 "
E. Hoffman & Son	16 "
G. Falk & Bro	15 "

HAVANA CIGARS.

Str. Mexico, arrived March 8:
(573 cases)

Jas. E. Ward & Co	383 cases
Havana Tobacco Co	123 cases
Park & Tilford	15 "
G. S. Nicholas	11 "
Wm. H. Stiner & Son	11 "
L. J. Spence	9 "
National Cuba Co	4 "
Michaelis Lindeman	4 "
G. Amsinck & Co	3 "
Calixto Lopez & Co	3 "
W. E. Caule	2 "
E. A. Kline & Co	1 case
Garcia Pando & Co	1 "
G. W. Sheldon & Co	1 "
A. Murphy & Co	1 "
R. Brauss & Co	1 "

PORTO RICAN TOBACCO.

Str. Philadelphia, arrived March 13:
(40 bales)

Cayey Caguas Tobacco Co	18 bales
Sola & Co	12 "
American Cigar Co	10 "

PORTO RICAN CIGARS.

Str. Philadelphia, arrived March 13:
(281 cases; 1 pkge)

American Cigar Co	130 cases
Am. W. I. T. Co	32 "
Durlach Bros	28 "
West Indies Cigar Co	22 "
C. D. Stone & Co	13 "
Cayey Caguas Tobacco Co	12 "
Mateo Rucabado	9 "
Arguelles, Manrique, Sola & Co	9 "
DeFord & Co	7 "
United Cigar Manufacturers	5 "
G. W. Sheldon & Co	4 "
Antilles Trading Co	4 "
A. S. Lascelles & Co	3 "
Victor Malga & Co	3 "
Cuban & Pan-Amer. Exp Co	1 pkge.

To get good out of advertising, one must adapt the quality and quantity of the advertising to the goods he has to sell, and to the people who may buy them.

—The cigarette trade in India has increased 90 per cent in four years. The amount of cigarette tobacco imported last year was 2,240,200 pounds.

The stopping of an advertisement, even for awhile, brings a liability of counteracting the success already acquired during the time the advertisement has been running.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

Alfred F. Orera y Ca.
Have Opened Offices and Salesrooms as
Cigar Brokers
At 417 Heed Building, Philadelphia,
Where they will be pleased to meet the manufacturers and explain their methods.
They respectfully invite correspondence with First District Pennsylvania Manufacturers 3 8-a

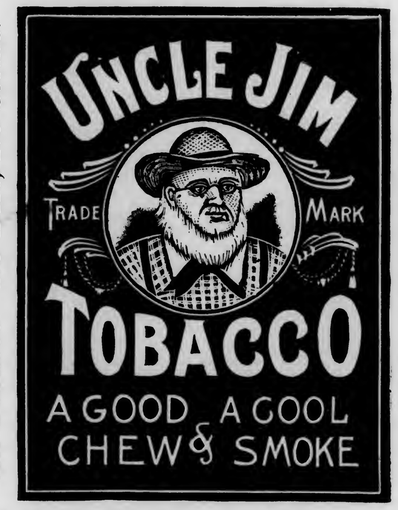
CIGAR FACTORY
Building Complete,
FOR RENT
in good section of
First District of Pennsylvania
Capacity of **25 Experienced Cigarmakers,** and **35** hands **available,** including foreman. For further particulars Address,
FACTORY,
Care of Box 112,
The Tobacco World, Phila. 1-25ca

EXPERIENCED Cigar Salesman wanted, salary and commission, to handle Philadelphia and local trade. Address Box 102, care of The Tobacco World. c

OUR TWO BIG SELLERS
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.
Union-Made.



All Tobacco---No Dirt; No Stems.
Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

American Tobacco Company

Makers of the Famous

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Nat. Leaf Plug
J. T. Plug
Battle Ax Plug

They Please all Tastes

Always Uniform and Reliable

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

SPRING HAS STRUCK BOSTON.

Retailers and Jobbers are Quick to Feel the Benefit.

Boston, March 3, 1905.

Owing to the springlike weather which reached here during the past week trade with the retailers and jobbers alike showed signs of improvement, and one and all look eagerly for a good spring trade. Some of the large cigar manufacturers have already started in to advertise their various brands. Waitt & Bond are placing about town handsome enameled signs of the Totem 5-cent cigar, Jos. F. McGreenery is distributing gratis some very handy cigar case moisteners advertising the Poet 10-cent cigar, while Henry Traiser & Co. are also offering deals on their Harvard 10-cent cigar in connection with their Pippin brand of 5-cent cigars, which is the leading brand in New England, and is also selling well in the West and Middle West. Even so far as San Francisco the Pippin cigar can be found in many of the prominent retail stores.

The Cigarmakers' Union has decided to push the union label. At a meeting of Cigarmakers' Union, No. 97, held Friday evening, James Blythe was elected vice president to take the place of Chas. W. Lamb, who succeeded to the presidency on the resignation of James A. De Bell. Mr. Blythe has been a member of the Cigarmakers' International Union for 24 years. The most important action of the meeting was the adoption of the label committee's recommendation that each member be assessed $5 to be paid in installments of 25 cents a week for the purpose of more extensively advertising the blue label. As the union has a membership of 2200 the assessment will amount to more than $11,000.

Postals have been received announcing that Albert Falk, of the Falk Tobacco Company, New York, intends calling on the trade during the coming week. The Falk Tobacco Company enjoys a good sale in Boston and vicinity. A. Benari & Co., of Tremont street, have a nice window display this week of the various Falk brands.

Advance cards have been received announcing that Ralph M. Gans, of Gans Bros., manufacturers of the William the Fourth clear Havana cigars, will reach Boston about the 22d. Rosenthal Bros., the distributors for these goods, are well satisfied with the way the cigars are duplicating wherever placed.

M. Barnett, a Fleet street leaf dealer, has just returned from a brief trip to New York. While there Mr. Barnett secured a nice lot of Wisconsin from Cullman Bros., of their 1903 packing.

Harry Stern, inside salesman with D. Benditson, Hanover street tobacconist, has entered the field of matrimony. The event took place Tuesday evening.

L. D. Zugsmith, with the American Stogie Company, is here looking after the sale of Old Sport, a three for five-cent piece of goods.

H. Berger, representing the Manhattan Briar Wood Pipe Company, is again in our midst looking after his many customers.

L. Hahn, jobber of 7 Lowell street, spent the past week in New York city. Every time Mr. Hahn goes to New York there's "something doing."

W. Bacon, New England representative of Weyman & Bros., Copenhagen snuff, intends leaving on a trip taking in all the principal cities of New England. Copenhagen snuff is the best selling snuff in all New England and is sold only in bulk.

Murad cigarettes are selling fairly well, but the Bizark's seem to have fallen by the wayside.

The American Tobacco Company is offering a deal in conjunction with U. S. Marine 2½ ounce cut plug. It seems as if Kozy 2½ ounce package will soon be one of the leading sellers in this market.

A new cigar manufacturer here is N. M. Levenson, 28 Newland street. Mr. Levenson was formerly associated with the Boston Courier Cigar Factory.

Turkish Delights, the Khedival Company's popular 10-cent cigarette, are selling well for the brief time they have been palced here. Many handsome window displays are in evidence.

J. Cooper, a popular Cambridge street tobacconist, reports a fairly good trade for the past week. The Negroe's Delight and Blue Buds are enjoying a good sale, and Mr. Cooper contemplates enlarging his store in the near future and putting in new show cases.

BEN ALI.

TRADE IMPROVING IN CHICAGO.

Business Livelier In All Branches and Goods Are Moving Well.

Chicago, March 11, 1905.

There apepars to be a very good feeling among retailers over the present condition of trade, which, in many instances, is reported to be on the increase.

Leaf men are looking forward to the expected shipments of new Sumatra goods some weeks hence.

Association men are feeling good over the continued increase by manufacturers in the use of Association stamps, and, on the whole, feel encouraged with the progress of the work in general.

The Leaf Tobacco Board of Trade held its annual election of officers last Tuesday, making a few changes in its official staff for the ensuing year. Following is a list of those elected: Ernst Hecht, of E. Hecht & Co., president; Fred Meyer, of John H. Meyer & Sons, first vice president; William Taussig, second vice president; Jonas A. Brown, leaf broker, secretary; Samuel Sternfeld, treasurer; delegate to the national convention at Lancaster, Pa., in May, William Taussig and Leo Tuska.

Victor Ettlinger, of E. Hoffman & Sons' New York leaf house, is among late trade visitors.

The Turban Company, whose advent in business has been previously mentioned under this head, will open headquarters at 6 and 8 Sherman street on Monday. The young men comprising the firm are all well known in local business circles, Messrs. Kennett Cowan and R. Ross being connected respectively with stationery and fire insurance houses, while H. E. Havemeyer is connected with the widely-known house of W. A. Havemeyer & Co., agents for the American Sugar Refining Company, having continued the business so firmly founded by his father, since the latter's death. The new firm will make a specialty of putting out a high-grade cigarette.

J. & B. Moos will this week put on the market a new 10-cent cigar to be known as the "Erlington." The first shipment has just arrived.

S. J. Brown, the well-known manufacturer of Sedan-Havana cigars, has been a late visitor from New York.

Colonel M. W. Diffley has spent a

La Adelphia Cigar Factory

THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent **CIGARS**
Samples and Prices Sent to Responsible People.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 **Marietta, Pa.** Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar

Distributors Wanted Everywhere

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO

C. RUPPIN---LANCASTER, PA.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

busy week overseeing the work of installing new fixtures in his location at 72 East Madison street, where the new 16-story structure just completed enables him to reopen his choice location at that point. The new place will be among the very finest downtown stores, and will in all probability be ready for business about one week hence.

I. M. Lederer and wife are expected home to-day after a pleasant honeymoon of several days enjoyed on the Pacific Coast.

Ben Rothchild, of the well-known local leaf house of Ben Rothchild Sons & Co., is away on a business trip to Cuba.

A. T. Berlizheimer, of the popular firm of Fromherz & Berlizheimer Company, manufacturers of Havana cigars, has been on a busines trip to Springfield and neighboring points during the week.

The Royal Tobacco Company, headed by W. F. Monroe as president, and C. W. Browne secretary and treasurer, have secured a charter and will shortly open a place for manufacturing and dealing in tobaccos and merchandise relative thereto. The company is capitalized at $25,000, and will soon be in full working order. The making of a high-class cigarette will be among its specialities at the outset.

R. M. Berlizheimer is handing out removal notices these days to his many patrons, who will, after April 1, be asked to call on him, four doors north of his present location, in more commodious quarters, at 118 La Salle street, in the Stock Exchange Building. Mr. Berlizheimer is steadily improving, but still feels the ill effects of his long struggle with pneumonia, from which he was so fortunately rescued.

The Steele-Wedeles Company are booming their new brand of "Liko" cigars with very gratifying results.

Albert Breitung wires home that he is enjoying the sights and climate of Pasadena, Cal., to the fullest extent.

George Anderson, head salesman of the cigar department of Reid, Murdock & Co., has been a visitor to Milwaukee and other points during the week.

E. R. L.

LARGE SHIPMENTS FROM YORK CO.

Most of the Tobacco is Going to Lancaster Houses.

York, Pa., March 13, 1905.

The York county cigar factories experienced a slight falling off in output during February, as compared with January, but it must be remembered that it was a particularly short month, considering the holidays that occurred during the period of only 28 days.

Large shipments of leaf tobacco continue to be made from various points in York county, and a very large proportion of it is going to Lancaster for packing. From 7 to 9 cents per pound are prevailing prices for wrapper leaf.

The Hoffman Leaf Tobacco Co. has been a large buyer and some big shipments were made to this company during the week. The goods were sent to Marietta for packing.

Local leaf dealers report a somewhat improved condition in trade, as cigar manufacturers appear to be getting in larger orders for goods, although quite a number have been stocking up for several weeks, in order to keep their hands employed. At one factory it is said that at least 160 cases are now on hand, but the writer remembers a time last year when this same factory had on hand 200 cases, but it was not long until the entire amount had been shipped, and the manufacturer was wishing he had more on hand. It is to be hoped he will have an equally good experience this year.

Myers Bros., the new jobbing house, are now about ready for business and have laid in a considerable stock of cigars, tobacco, etc. Ellis Myers, of the firm, was recently visiting other sections in search for certain goods.

Samuel Rider, cigar box manufacturer, at Tilden, this county, will close down the factory, it is said, and retire from the business. A public sale of the business and equipment is to be held on March 20.

G. W. Gable, of Windsor, is reported to have made a statement to a local daily paper, to the effect that during the year 1904 he has sold 9,812,300 cigars, and that he had paid out for revenue $29,436.90. He is further reported to have said that he used 176,621 pounds of tobacco, which cost him $29,436.90, and that the making and packing represented a cost of $30,418.13 and the boxes $13,637.22, a total of $102,929.15. This statement has been made the subject of some comment. The total as per the figures given does not correspond with the total given, as it amounts to only $97,929.15 or $5,000 less than the published figures, which would in itself represent quite an item of additional profit, if the published figures showed any profit at all.

The figures show an average cost per pound for the tobacco of about 16⅔ cents. The average cost for making and

Choice of the Market 10¢

5¢ Manufactured by
JOHN J. ESHELMAN
READING, PA.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
LEAF TOBACCO
Shade-Grown SUMATRA, in Bales
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130. Bell, No. 1873. } 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

packing is $3 10 per thousand, and boxes about $1 30 per thousand.

The average total cost of production would appear to have been a trifle less than $10 per thousand. From the average price of the tobacco, viz. 16⅔ cents per pound, it is evident that no Sumatra wrapper was used.

Allen Kauffman, of the cigar box manufacturing firm of A. Kauffman & Bro., of this city, will erect a four story building at the corner of Queen and York streets, which will have a frontage of 80 feet on York street and 90 feet on Queen street. The building will be commenced in a few weeks. It is to be used for storage purposes.

THE TOBACCO PLANT BEDS.

A New and Effective Method for Their Preparation.

Certain Tennessee farmers have come forward with a new method of preparing tobacco plant beds, which they claim is a great success when properly employed. It is probable that many planters will be late this year in sowing tobacco beds and this advice is worthy of attention if it will tend to produce early plants.

The new process of making beds is that of steaming the ground, instead of burning it. The object in burning is to destroy weeds, all wild growth and insects in the ground, and it has been demonstrated by several farmers that steaming is more effectual for this than burning. Moreover, steaming opens the pores of the earth, permitting the circulation of air and the electric current, which helps the soil to retain the rising moisture and forces a rapid, healthy growth of plants. There is no controverting this scientific fact, if the earth can be steamed sufficiently deep and hot to effect the purposes.

One farmer, in order to test the depth and force of the heating by steam, buried a half dozen eggs six inches under ground, and a large sweet potato fourteen inches deep. The steam box was held over this place just twenty minutes. The eggs were cooked hard as if boiled an hour and the potato was as soft as mush.

The method of steaming is as follows: Provide a strong box, made of 1½ or 2 inch plank—oak, or timber that will not warp and leak steam. This box can be made any size desired, but 6x10 feet would be about right. The plank should be six inches wide—this for the frame, 4 sides, 10 feet long and 6 feet wide, several narrow braces level with the top side, which is covered over with tongued and grooved flooring plank. This in turn should be covered tightly with sheet iron to keep in the steam. The open side, of course, goes next to the ground, and dirt should be packed around the edges to keep the steam from escaping. An auger hole should be bored either in one side or end as may suit best, for the accommodation of a hose pipe, which is attached to the steam chest. The steam apparatus of a threshing machine or anything else may be used. Any one can very easily improvise a boiler and steam chest by the use of a large kettle or make a cheap one for the purpose out of sheet iron. After steaming one spot ten or fifteen minutes the box is moved over another spot and so on. This leaves the bed wet. It must be allowed to dry, however, before sowing. It is best to pulverize and prepare the ground well before steaming. Preparing seed, however, can be done afterward.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
HIGH-GRADE
Domestic CIGARS
Hanover, Pa.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS HUTCHINSON / BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
tablished 1880

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn*

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A. Hopkinsville, Ky.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

Leaf Tobacco Markets.

EDGERTON, WIS.

The buying of the new crop is progressing in nearly all the growing sections of the State, though under quiet methods and at figures lower in the scale than those paid for the earlier selections. The buyers of the American Cigar Co. are especially active and the great bulk of recent sales are for the account of this concern. The following quotations show the range of prices:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.75	to	5.50
Common Leaf	5.75	to	6.75
Medium Leaf	7.00	to	8.00

E. Simonson, 15a at 6 and 2c.
A. Asbjoinson, 12a at 7½ and 2c.
F. Soule, 10a at 6¼ and 2c.
B. Dyerson, 8a at 8 and 2c.
A Asperheim, 8a at 6½ and 2c.
And. Nelson, 6a at 7, 5 and 2c asst.
Hans Danielson, 5a at 6½ and 3c asst.
M. O Lukken, 4a at 6½ and 3c asst.
Clark Pierce, 7a at 5½c bl.
Chas. Neath, 10a at 5½c.
Jens Utter, 10a at 6½c.
A. Halverson, 6a at 7 and 2.
J. Wallen, 8a at 6 and 2c.
S. Gjellum, 6a at 7 and 2c.

Old stock in growers' hands is being hunted and quite a little traffic is still maintained in the export lines of these goods. Local packers report an excellent demand for binder stock, though sales are mostly for moderate sized lots.

A good deal of receiving is being done in the Vernon county district this week and warehouse handling is resumed at the packing points with a prospect that packing will not again be interrupted until the close of the season.

Shipments were 1,886cs, and 3 cars of bundle goods.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 216 hhds, offerings on the breaks 51 hhds, public and private sales 84 hhds.

The receipts are all new crop, and the sales almost entirely old crop, composed of a few Lugs, and the lower grades of Leaf. Market unchanged.

The mild weather has permitted the handling of the crop in the barns, and the strippers report the smallest per centage of Lugs of any crop for five years. The crop has hung long in the barns and the stems thoroughly dried out, and the crop will probably sweat out as sweet as that of 1903. The crop of 1902 sweated unusually badly.

The dry weather of last week gave opportunity for a general burning and sowing of plant beds, and perhaps most of this work has been completed for the intended planting of this year.

Recent Incorporations, Etc.

The Perfecto Cigar Co., of Wapakoneta, O., $10,000, was incorporated by John G. Heinisch, Jacob A. Wentz, C. A. Fisher, Charles L. Ackerman and George B. Pfenning.

The Smith & Keffer Tobacco Co., of Harrisburg, Pa., has been incorporated with a capital of $55,000.

The Central Pennsylvania Cigar and Tobacco Manufacturing Co., of Bellefonte, Pa., has been incorporoted with a capital of $5,000.

The De Leon Cigar Co., of Richmond, Va., has been incorporated with a capital stock of $15,000, to deal in tobacco, cigars, etc. L. L. Strause, of Richmond, is President. A. L. Mullen, of Petersburg, Vice President, and Philip E. Strause, Richmond, Secretary-Treasurer.

The Durham Tobacco Storage and Inspection Co., of Durham, N. C., has been incorporated, with an authorized capital stock of $25,000, by R. L. Dibrell, H. L. Boatwright and Sterling Smith, to deal in leaf tobacco.

The Symons, Kraussman Co., to manufacture tobacco, has been incorporated by G. L. Symons, L. E. Oppenheimer and J. E. Oppenheimer, with a capital of $50,000, to do business in New York.

The United Cigar Stores Co. Agency, of New York, with a capital of $50,000, has been incorporated by H. S. Collins and Michael Whelan, of Syracuse, and Elliott Averett, of New York city.

The Lester-Adams Tobacco Press Co. has been incorporated with a capital of

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP SOLID & DURABLE
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

A. KAUFFMAN & BRO.
CIGAR BOXES
YORK, PENN'A.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader:
WEALTH PRODUCER. Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

H. S. SOUDER
Special Designs Engraving Embossing
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty Metal printed Labels

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
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Fine Cigars Exclusively
JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.
Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only
Ephrata, Pa

FACTORIES:—One at Ephrata, two at Hahnstown, one at Martindale, two at Terre Hill, one at Fritztown.

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Choice Assortment of
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R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Business Changes, Fires, Etc.

California

Imperial—F A Marek, cigars, etc; transferred assets

Delaware

Wilmington—Frank Salfner, cigars; petition in bankruptcy

Georgia

Atlanta—L W & J E Freeman, retail cigars; succeeded by A M Gray

Illinois

Chicago—Calvin B Ford, cigar; chattel mtge, $2,500——Jos A Mollitor, cigars; out of business——John Scott, cigars; out of business—Chas Simmonds, cigars; out of business——R C Steewnsand, cigars; out of business

Galesburg—R M Albert, cigars; sheriff in possession

Indiana

Auburn—Gabriel & Watson, cigars, etc; sold out

Massachusetts

Lowell—Joseph Rawnsley, cigars, etc; chattel mtge, $250

Springfield—W H Donelley, cigars; sold out

Michigan

Adrian—C A Chaloner, tobacco, etc; deed $300

Greenville—Geo W Smith, cigars, etc; succeeded by Elmer Nielsen

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Toledo—Sahlof & Walton, cigars, etc; dissolved

Oregon

Roseburg—J V Thornton, cigars, etc; sold to L V Hutchinson

Pennsylvania

Harrisburg—Smith & Keffer, wholesale and retail tobacco and cigars; now Smith & Keffer Co, incorporated

New Kensington—Louis Serbine, tobacco and cigars, received real estate deed, $3,500; gave real estate mtge $3,500

Phildelphia—Frank Teller Co, cigar manufacturers; damaged by fire. Insd

Scranton—John G Robinson, cigars, etc; real estate mtge, $1,800

Washington

Oakesdale—J A Rice, cigars, etc; sold out

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

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H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
ENGRAVING DIE SINKING
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U.S.A.

ALBERT FRIES HAROLD H. FRIE
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free
The Most Popular Flavors Since 1855.
Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

Combination
SCRAP
--Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories
J. L. METZGER
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Dealers in LEAF TOBACCO
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Manufacturer of High and Medium Grade
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JOHN A. SAUL,
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Le Droit Building, WASHINGTON, D. C.

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PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

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PERIQUE
MARYLAND CLUB
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THE AMERICAN TOBACCO CO. NEW YORK.

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & Co. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

We're willing— are you?

¶ We're ready to talk BIG and FAST about NATIONAL CIGAR TOOLS—if you're in a PROVING mood.

¶ We'll send you anything that we make "on suspicion"—if it isn't better than YOUR kind—back to the glimmering rails.

¶ You can't find a better Cutter than the NATIONAL, because it never gets dull of edge, weak in the spring, and loose in the handle.

¶ You can buy Cigar Boards almost anywhere, but not as good as the NATIONAL. Hard as steel, rigid as rock, smooth as glass, and STAYS that way.

¶ There are all kinds of Knives and Blades—the good and the fairly good, the bad and awful bad—but you don't take chances when you order NATIONAL.

¶ The most astonishing part is the PRICE and our open-faced method of marketing.

¶ You can afford to find out about this if you have any interest in producing good cigars.

¶ The way to be SURE is to return this coupon and get our Special Proposition.

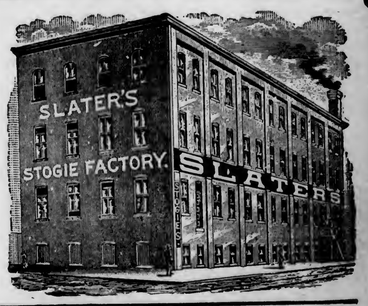
NATIONAL SELLING CO., ALLENTOWN, PA.
CUT THIS OFF AND MAIL IT.
Give me prices and particulars and send your complete catalogue.
NAME.....
ADDRESS.....
State whether you are a dealer, cigar maker, or user.

NATIONAL SELLING CO.
ALLENTOWN, PA.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address—
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER **STOGIES**
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



E. ROSENWALD & BRO.

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ESTABLISHED IN 1881 Vol. XXV., No. 12. | PHILADELPHIA and NEW YORK, MARCH 22, 1905. | ONE DOLLAR PER ANNUM. Single Copies, Five Cents

The Campaign Has Started.

The NEW SUMATRA Tobacco

Contains

Some Very Fine Goods.

On March 10 We Purchased

500 Bales

Deli Langkat Tab. My. | St. Cyr. | Deli

360 bales S P | Deli

On March 17 We Purchased

125 bales Amst. Deli Co. | J H

50 bales Deli Ba. My.

200 bales Various Marks

OUR FIRST CONSIGNMENT HAS ARRIVED.

Samples Gladly Submitted.

H. DUYS & CO.

170 Water St. NEW YORK.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
—THE TOBACCO WORLD—

SMOKE VETTERLEIN BROS.' SABOROSO CIGARS
PHILADELPHIA — PHILADELPHIA — BOSTON

EISENLOHR'S Cinco CIGARS
Philadelphia

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

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Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

Clean as the Food You Eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
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615 Market St., Philada.
(NICKELBY, 5c.)

ALLEN'S NAPOLEON 5¢
Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836–A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS — PHILADELPHIA

WHITE KNIGHT
CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
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"The Philadelphia"
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C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA SEED LEAF TOBACCO SUMATRA
112 N. Third St. Philadelphia, Pa.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN HAVANA LEAF TOBACCO
301 & 303 North 3rd St.
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
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Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
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306 North Third St., Phila.

GEO. BURGHARD
Importer of
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238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HABANA and SUMATRA SEED LEAF TOBACCO
LEVENTA ST. PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

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IMPORTERS OF

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
Title & Design Registered.
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

THE SNUFF TRADE IS GROWING.

I was walking along Arch street, Philadelphia, one day last week and saw a man remove a little black box from his pocket and deftly take a pinch of snuff in the most matter of fact way possible. Come to think of it, I hadn't seen that operation on the street for a good many years, and sometime later I asked a jobber of my acquaintance how the market is now.

Within the last two years the demand for black snuff has bettered at least ten per cent. and there seems fair evidence that the market will grow even better, as the habit is apparently regaining some of its old time popularity. This refers to black snuff, taken in the nose and not to Scotch snuff, users of which frequently rub on their gums. Whatever increase there is in this grade would be in the South where its use is very common.

I became interested in the matter and looked it up, and I doubt very much if many people, even in the trade, know that the country consumes between sixteen and seventeen million pounds every year on which the taxes will amount to nearly $7,000,000.

Moreover, practically every year shows higher revenue returns, an increase more than commensurate with the increase of population and showing that the habit is gaining new followers. One man who has made snuff for a good many years says that by far the great majority of snuff takers are native born Americans and not, as popularly supposed, foreigners.

Most of the movement in the snuff market is in the South, of course, but, as I said, there is now getting to be more activity elsewhere. The product is made principally from leaf grown in the South and, naturally, the majority of factories are in the same section. Chicago boasts one considerable plant and has two or three other smaller ones, the first mentioned turning out an article that equals the imported commodity.

The snuff made in this country is manufactured principally from Virginia, Tennessee or Kentucky leaf tobacco. The best is made from the product of the Tennessee or Kentucky tobacco fields. The quality of the tobacco used compares favorably with that put into the best plug tobaccos. The leaf used is particularly ripe, as unripe leaf will spoil after making.

Aside from the actual tobacco used, the other ingredients used in the composition of snuff are of a much higher grade than those used to help make plug tobacco. The prices of the two are nearly the same.

"Rose oil, oil of rose geranium, claret and honey are used to give flavor and aroma to the product," said an expert with whom snuff is a particular hobby, "and generally tamarinds and St. John's bread are ground in, if there is to be a fruit flavor.

"One of the most characteristic things about the manufacture is the scrupulous cleanliness which is observed, from the arrival of the leaf to the placing of the finished product in jars This is the case not because the manufacturers are so anxious to benefit consumers in this direction as because the presence of any foreign substance greatly decreases the keeping qualities of snuff.

"The first process in snuff manufacture is the grinding or pulverizing Occasionally a manufacturer ferments his leaf before grinding, but the accepted method is to first grind, then ferment. The grinding is done mostly in what are termed snuff mulls. These mulls are apothecary mortars on a large scale, with power run mill stones for pestles. The capacity of a mull is about 150 pounds of leaf tobacco. The tobacco is ground into three grades—fine, medium, and coarse. The finest is used for the manufacture of the higher grades of snuff, the Scotch and Maccaboy brands.

"From the grinding room the leaf goes to the fermenting rooms, where the leaf is subjected to fermentation at from 90 to 140 degrees of temperature, according to the degree of fermentation desired. The fermentation takes from twenty days to three months. In this process the common ground tobacco is transformed, through the process of fermentation, to a compact, cohesive mass more akin to lampblack than tobacco in any form. When it is ready for the mixer the stuff is taken from the fermenting room, and the other ingredients, the flavors and perfumery properties, are kneaded in.

"Occasionally a little salt is added to give the snuff more zest and taste. Then it is packed in jars, tins, or packages, and is ready for shipment. Snuff is still packed, for the most part, in stone jars,

(Concluded on page 7)

CAMPANELLA HAVANA CIGAR
Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
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HAVANA CIGARS
A Cigar of Real Quality, made in various sizes, ranging from $35 to $300 per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

Every enterprising dealer whose store or stores are situated in a residential section and who can thus count only on a more or less small percentage of transient trade, realizes that he must devise extra schemes to win trade if he expects to come out very much ahead of the game.

Nowadays it is necessary in most cases to appear to be giving something for nothing. Forty-five out of fifty human beings are keen for bargains and will time after time buy what they don't need or wouldn't have thought of buying otherwise, simply because of the "bargain" attraction.

A dealer as a rule expects to make a profit of about 33⅓ per cent. In drumming up trade, he can afford to give away a considerable part of this, inasmuch as he is paying for advertising and can expect to get additional and future returns from it. That being the case, such a plan as the following is feasible:

A special day can be set aside during the dull season and advertised. On this day the clerk near the door, can give to every tenth person entering the door a red check. Upon this can be stated "This card entitles you to 25 cents rebate on any purchase of a dollar made today." This will attract attention; and while the cards may not always be properly distributed, the plan will attract attention by its novelty.

Again, advertise that for a certain month you will donate to any society or organization in your neighborhood a certain sum of money, say $25, for the one returning the largest number of rebate checks during that month. This will create a rivalry that will undoubtedly increase trade.

In this connection, your advertising matter in the newspapers, or elsewhere, might read something like the following:

"During our benefit sale a donation of $25 (or a rebate of, say, 50c for every $10 worth of checks returned) will be paid in cash to the society or club of your choice, in Blankville, or immediate vicinity. Sale commences (date) and ends (date). Your society headquarters need cleaning up, repainting, re carpeting, or some other changes. You can materially assist in this work, and it won't cost you a cent. Call your friends' attention to this sale."

Again, put a glass globe by the door, or near the register, and, on a placard, state that if the purchaser doesn't care for the rebate check he can deposit it in the globe, and the amount of the rebate will be given to a certain charitable society.

Again, an announcement can be made that a double rebate will be given on certain goods, during a certain day, week or period.

Appreciate the fact that in order to increase your business you must interest people and appeal to their human nature. The average man likes to spend money and when he once gets the idea that he is being given the best of it, he falls over himself getting his money down. Very few stop to try to figure out how the store keeper can afford to do it, if the proposition is only made to look good enough to them.

• • •

A NOVELTY CIGARETTE CASE.

ONE of the largest jewelry concerns in Boston is manufacturing a novelty for feminine wear that proves the assertion that Boston women are becoming addicted to the cigarette habit.

It is a neat little gold box measuring about two by three inches, and one half an inch thick, which could never be taken for anything but a cigarette case.

Attached to the box are two little gold chains about five inches long, meeting at a solid gold ring, which is worn on the finger.

A "vanity box," the jeweler calls it. It opens like a book, disclosing on what might have compared with the middle leaf of a book a flat surface on which a mirror is set on one side, and a celluloid memorandum on the other.

On either side of this leaf, with its gold edges, is a shallow compartment, in one of which milady stores her cigarettes. The other cover is divided into two compartments, one of which contains a tiny little powder puff, the other being used as a receptacle for bon bons.

On the back of the little affair, extending the entire depth of it, is a tiny little gold pencil in which tiny leads are placed.

The compartment for cigarettes will hold enough to last for an evening, unless milady has developed the habit to the extent of being a cigarette fiend.

Altogether, it is one of the most delicate little novelties which has been produced in a number of years. More than that, it fills a long felt want, and is durable as well.

And it costs only $160. Perhaps that is why so few of them are being worn.

• • •

SUGGESTIONS FOR THE CLERK.

A good suggestion is made in the retail department of the Cannadian Cigar and Tobacco Journal, which says that every customer who enters the store should be promptly asked what can be done for him, and no person should be allowed to remain standing at a counter without being given the early attention of one of the attendants.

Every dealer, and every clerk, should take it upon himself to speak to the customer as soon as he can, as it puts the man at ease and assures him that some one is going to attend to his wants as soon as it is possible. This impression so easily created must not be abused and destroyed through subsequent negligence.

No customer whom the dealer or clerk may be waiting on has any right to be offended if the clerk turns for an instant to the newcomer and after asking him what he wants, requests him to wait a minute.

When a customer comes in a store, it is presumably for the purpose of transacting some sort of business which is of importance to himself, and it should at once be made of importance to the man behind the counter.

PAY YOUR CLERKS SALARY AND COMMISSION.

Every man who has ever bought anything in a cigar store has at some time or other noticed the difference between the clerk who is there to sell goods, and sell all he can make people buy and the one who believes he is there simply to wait on customers.

The value of the clerk who quickly learns the individual wants of customers and caters to them, is too frequently underestimated, as there is nothing which tickles the average man more than for his identity and tastes to be remembered.

For this reason a clerk has a right to expect to be paid not only for special work, but for the possession of brains. If he devises means of bringing in extra trade solely by the judicious exercise of his own personality, he ought to be paid for it This can best be done by a salary and commission plan, which has proven most successful in the cases of numerous up-to-date stores in the country.

It has been demonstrated beyond question that the plan reduces the cost of selling, the clerk makes better earnings, and the amount of goods which are put out is largely increased. The principle is one of the soundest because it is based on the old saying that the laborer is worthy of his hire, and it makes a man hustle to keep up to the procession, which is what the proprietor most wants.

In short, it eliminates the "dead ones," and if the proprietor arranges his salary and commission scale so that he is keeping well within his profits, which is easily possible, he is largely increasing the volume of his business at no expense to himself as it stands to reason that an $8 clerk who isn't worth $8 is a more expensive adjunct than a $15 clerk who is worth $15 or more. Even if a man has but one clerk, he is in a position to try the experiment which really isn't an experiment at all, because any store attendant is in a position to attract trade or drive it away, whichever he sets out to do. Always remember that the consumer makes it a point to go where he is well treated.

• • •

SELF MEASURING TOBACCO POUCH.

The old time powder pouch, by which the charge to be placed in a gun was measured as it passed from the interior of the pouch into the barrel, is more or less familiar to the older generation to whom the use of the muzzle loading weapon was somewhat familiar. These guns are so scarce they are encountered only semi occasionally, and, consequently, the device by which they were loaded is something in the nature of a curiosity. This pouch had a long neck and a valve which permitted only a certain amount of powder to pass from its interior at one time.

This idea has been untilized by a recent inventor in the construction of a tobacco pouch which is more particularly meant for the man who rolls his own cigarette. This is quite the common practice at present, and the device is arranged so that the smoker receives just enough to roll a cigarette.

DISPLAY OF EL DRACO CO.'S HUNTER BRAND

The above picture is a reproduction of a very attractive display of the El Draco Cigar Manufacturing Company's popular Hunter brand which is being made at McCaffrey's, 4007 Market street. This cigar, an excellent five cent brand, is well known in this market, and has also justly earned a favorable reputation elsewhere. The neat label lends to the effectiveness of the display.

Your Profits Protected
HERE IS THE PRINTED PROOF

THE check issued by a NATIONAL CASH REGISTER identifies the clerk making the sale with the transaction. This enforces accuracy. The check furnishes an absolute record which cannot be changed.

A National Cash Register
Issuing such a check secures more trade, satisfied customers, and increased profits.
IT PAYS FOR ITSELF
Out of the money it saves. Our registers are sold on
EASY MONTHLY PAYMENTS
CUT OFF HERE AND MAIL TO US TODAY

NATIONAL CASH REGISTER CO.
DAYTON, OHIO

I own a _____ *store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

_____ *Name*
_____ *Address*
_____ *No. Clerks*

ACCURATE ACCOUNTS ASSURED

Please Mention The Tobacco World

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

as it has been from time immemorial. No modern method has been found for packing it that will allow it to retain its coolness and moisture as well as does the old fashioned stone jar. Tins are used for small packages, and some paraffin cardboard cartons and glass bottles are also utilized. Neither of these forms of packing answers the purpose with entire satisfaction. The stone jars hold from one to twenty pounds. Snuff packed in this manner and hermetically sealed will retain its flavor and aroma indefinitely.

"The work of making the snuff is nearly wholly in the hands of men. Girls are employed to do the packing. The men who stick at the work for any length of time invariably become addicted to the use of the article they manufacture. It is seldom that a girl is found who does not abhor it; although among the people who are addicted to snuff as a national habit, the women are not far behind the men as users.

"Seventy-five per cent of the snuff manufactured in this country is made for what is termed 'dipping,' or snuff chewing. The 'snuff dipper' carries his snuff in a receptacle with a small brush, or stick with the end smashed so as to hold tiny particles of the stimulant. The brush or stick is touched lightly to the nostrils, the user 'snuffing' in the meanwhile. The snuff chewer uses snuff much as plug tobacco is used. A small wad is rolled and placed between the gum and the upper lip. It is allowed to lie there much as a piece of tobacco is tucked into the cheek."

There are quite a number of men in the trade who believe that the habit is due for quite a revival and that a snuff box may soon become as common a sight as a cigar case.

THE OLD SALESMAN.

GET IN YOUR BIDS.

The bureau of supplies and accounts, Navy Department, at Washington, will open bids on April 12 for 150,000 pounds of tobacco to be delivered in May or June. Hereafter bids for the supply of tobacco will be received in the fall.

SUN-CURED BEING MARKETED IN RICHMOND.

Richmond, Va., March 18.

All of the sun-cured leaf left from last year's crop in the hands of the farmers is in good handling order as a result of the rainy season, and it is probable that the bulk of it will be marketed within the next two weeks. The agents of warehousemen who have been out in the country report that there is very little more to come.

Offerings now are mostly common to medium stocks, and buyers are of the opinion that there are few fine goods left. The breaks were heavy this week.

CHANGE IN A LOUISVILLE WAREHOUSE COMPANY.

The Tobacco Warehousing and Trading Company, of Louisville, Ky., which occupies three and a half acres of space at Eleventh and Magnolia streets, will discontinue its present line of business April 1, and will undertake a general manufacturing and merchandise business.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM, GEO. W. BREMER, JR. WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. SUMATRA TOBACCO
IMPORTERS OF
154 NORTH THIRD STREET.
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

Not Much Movement in the Havana Market.

Vuelta Abajo Slow, and Partido Fillers are Almost Entirely Neglected. Some Buyers are Visiting the Tobacco Fields to Try to Get a Line on the New Crop. Two Days' Rain Needed.

[Special Correspondence of The Tobacco World.]

HAVANA, March 13, 1905.

While quite a number of new buyers from the United States have made their appearance, the number of transactions reported do not reflect the whole movement, as some sales were made from second hands and these are not mentioned.

There is still a strong demand for first and second capaduras, as well as heavy Vuelta Abajo styles for mixing purposes, and these classes are either woefully missing or are held at figures way above the views of buyers, and for this reason the market has not been as active as it might have been had the prevailing conditions been different.

Medium qualities in Vuelta Abajo are moving off slowly, and Partido fillers are almost entirely neglected. The attention of some of the Northern buyers has also been directed to the coming crop, and several of them have gone to the Vuelta Abajo and Partido districts to form their own opinions, although owing to the continuous drought very little can be seen, and it is still too early to form any absolutely correct judgment.

While light rains have fallen in the city of Havana, they were only from passing clouds, and did not even extend all over the town, so the same conditions have prevailed in the country. It is a pity that some farmers for the sake of trying to bring their crops to market are tilizing the little moisture that may be in the air to take down their oujes (poles), and commence bundling and piling their their tobacco.

Men of experience are averse to this practice and contend that the latter process ought not to begin until it has rained steadily for a couple of days at least, so the ground is soaked, and that then only the true and lasting "blandura" commences, which will produce the correct fermentation process in the piles. By following these rules the experienced veguero will obtain thoroughly cured tobacco, which will always keep, be free from worms and command the best prices.

On the other hand, the tobacco which is taken down too early and piled up when the air is yet more or less dry, will never ferment thoroughly and will remain raw and uncured even in the bales all the time, and thus fetch only low prices. When there is an excess of moisture the piling process ought not to be undertaken, as then the fermentation will be too strong and the tobacco likely to burn and become almost worthless.

One dealer and packer of tobacco, who also exports directly to the United States, gives as his opinion that the Vuelta Abajo and Partido crops will be fully 25 per cent. shorter this year, while as far as Remedios is concerned he prefers to wait one month before committing himself as to the possible quantity, as everything will depend upon the weather this month.

Sales

last week are reported as 2,625 bales in all, or 1,972 bales of Vuelta Abajo, 95 of Partido and 558 of Remedios. The American buyers are credited with 2,275 bales, and the local factories with 350.

Exports last week were 3,823 bales, all to the United States, excepting 5 bales, which were shipped to London, England.

Buyers Come and Go.

Arrivals:—B. J. Krausman, of Havemeyer & Vigelius, M. Heuman, of M. Heuman, Ed. Manrara, of E. Manrara & Co., Hubbard Park, of Park & Tilford, and N. Mooyer, of G. S. Nicholas, New York; Pantaleon Carcaba, of Garcia, Vega & Carcaba, New York and St. Augustine, Fla; Eugene L. Kohlberg, of Kohlberg & Co., San Francisco; Ben Rothschild, of Rothschild Sons & Co., Chicago; E. J. Stachelberg, of M. Stachelberg & Co., and Vicente Guerra, of V. Guerra, Diaz & Co., Tampa; H. Esberg, of Esberg, Gunst & Co., Key West; Tom Pallister, of Tom Pallister, Ottumwa, Iowa; S. S. Swarts, of Loeb-Creagh Havana Co., Philadelphia and Havana; Robert Middlemas, of Walters & Co., London.

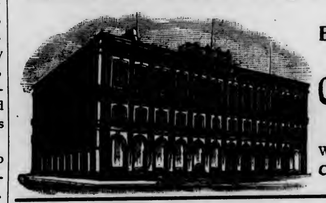
Departures:—A. Blumenstiel, for Porto Rico, via Santiago de Cuba; B. Lichtenstein, Ricardo Rodriguez, and Robert E. Lane, for New York; E. J. Stachelberg, for Tampa.

Havana Cigar Manufacturers

are, collectively speaking, doing a fair business according to the time of the year, although the larger factories are getting a proportionately larger share than the smaller ones, and particularly the so-called Partido factories are suffering most. The market for the latter is principally Great Britain and Germany, and as the United States demand mostly Vuelta Abajo cigarros, the tendency is undoubtedly to use Vuelta Abajo leaf in substitution of Partido fillers.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA — FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Consulado 91, HAVANA.

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." Habana.

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 HABANA

JOAQUIN HEDESA

Successor to MARTINEZ, HEDESA & CO.

Packer and Exporter of Leaf Tobacco

83a Amistad St., Habana, Cuba.

Cable: 'JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, HAVANA

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONILEVA. *Habana*

Bruno Diaz — **B. DIAZ & CO.** — R. Rodriguez

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y CA HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, Habana, Cuba.

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de

Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270.

Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS

P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO

GROWER, PACKER AND DEALER IN

Vuelta Abajo, Partido and Remedios

Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.

Dealers in Leaf Tobacco.

and COMMISSION MERCHANTS,

Monte 156, Cable—"CALDA." *HABANA, CUBA.*

Established 1834 — POR LARRAÑAGA — Trade Mark Registered

Independent Vuelta Abajo Factory

Por Larrañaga Cigar Manufactory

ANTONIA LOPEZ CUERVO, Proprietress

ANTONIO J. RIVERO, Manager

2 Belascoain (B), HAVANA, CUBA

Cable Address: Por Laranaga, Havana

Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

As far as wrappers are concerned the so called Vuelta Abajo factories, with very few exceptions, are compelled to use Partido wrappers on account of the demand for light colors. If the smokers would only stop asking for light colors they would get a better cigar, that would tast mild and sweet, and be of a higher aroma.

H. Upmann & Co. are working all right, and shipped 400,000 cigars last week.

Cifuentes, Fernandez & Co. received orders for 150,000 cigars from London, mostly all high priced goods of the famous Partagas brand. Their United States trade is steady. Australia s call is constantly increasing.

Por Larranaga is getting out a new box made from "majagua" wood in the shape of a minature bale of tobacco, which is a work of art, fitting the excellent quality of the cigars contained therein. Don Antonio J. Rivero is certainly one of the up to date manufacturers, who exercises his brain to please the customers of Por Larranaga.

Rabell, Costa, Vales & Co. are busy in their Ramon Allones and Cruz Roja factory.

Behrens & Co. received another order for Sol cigars packed in glass tubes from His Holiness, Pope Pius X. Behrens & Co. were the originators of this style of packing, and have held letters patent since the year 1891. Owing to the exclusion of air, the cigars retain their freshness for years, and never become wormeaten, even if kept in hot climate like Cuba. Don Carlos Behrens is said to have cigars packed in these tubes since the year 1891, which he gives away to intimate friends to prove his assertion

J. F. Rocha & Co. are continuing to receive orders to keep them as busy as heretofore in their Crepusculo factory.

Rafael G. Marques is doing as well as any independent manufacturer, in his High Life factory. The National Cuba Co. is selling his Churruca brand with remarkable success.

La Mas Fermosa, of Remigio Lopez y Hno, is getting ahead in the United States and elsewhere.

Exports per steamer Morro Castle were 3,393,230 cigars.

Buying, Selling and Other Notes of Interest.

Barney Krausman has already purchased 700 bales of Vuelta Abajo and Remedios, and does not seem to have filled the wants of Havemeyer & Vigelius.

Gonzalez, Benitez & Co. disposed of 350 bales of Vuelta Abajo.

G Salomon y Hnos sold 475 bales of Vuelta Abajo, Partido and Remedios last week.

B. Lichtenstein was a careful buyer of 500 bales of Vuelta Abajo and Remedios during his 10 days' stay.

The death of Don Federico Neuman in Germany was announced here last week, and caused much sorrow, as he was universally liked and was a comparatively young man, having reached only 50 years of age. The firm of Federico Neuman & Co. will be continued as heretofore until the end of the original contract by the surviving partners.

A. Pazos & Co. did a fair business last week upon the return of Don Avelino from the country, by turning over 350 bales of their fine Vuelta Abajo holdings.

Edgar J. Stachelberg secured 200 bales of Vuelta Abajo for his Tampa factory, La Fama Universal.

The Loeb Nunez Havana Co. sold 328 bales of Vuelta Abajo and Remedios.

Garcìa & Co. reported no sales, but they have already purchased some 500 bales of Vuelta Abajo, tierra llana section, of the coming 1905 crop, and as Don Manuel is a connoisseur, and only buys of the choicest growths, it is to be presumed that in starting in so early, he has not made any mistake.

Sobrinos de A. Gonzalez disposed of 250 bales of Vuelta Abajo and Remedios last week.

Antonio Suarez has also made some purchases of the new leaf in the country, and will open his packing when the proper time arrives.

Rodriguez, Bautista & Co. closed out some 272 bales of Vuelta Abajo from their fine stocks.

A. M. Calzada & Co. were busy, although no number of bales sold could be learned this time.

Muniz Hnos & Co. turned over 200 bales of Vuelta Abajo.

Jose Menendez has gone to the country to prepare for his escojidas in various parts of the country this year.

Jose F. Rocha sold 100 bales of Vuelta Abajo.

Receipts From the Country

	Week Ending Mar. 11. Bales	Since Jan. 1. Bales
Vuelta Abajo	87	7,841
Semi Vuelta	21	648
Partido	76	1,363
Matanzas	—	5
S. Clara & Remedios	266	8,454
Santiago de Cuba	—	4,633
Total	450	22,944

J. F. ROCHA & CO. S. en C.

Manufacturers of the Celebrated Brands

"Crepusculo," "Nené" and "Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.

Leaf Tobacco Warehouse,

MONTE 199,

Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of LEAF TOBACCO

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

UNITED CIGAR Manufacturers

BRANCHES:

Kerbs, Wertheim & Schiffer,

Hirschhorn, Mack & Co.

Straiton & Storm,

Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

WANTED!!

Distributors for the Celebrated

GOOD POINTS, HAPPY PHIL and JUAN BAZAN

Combination Filler CIGARS

Samples and Prices Cheerfully Furnished.

BLOCHINGER & CO.

Sole Owners and Manufacturers

The Smokers' Favorite Brands. RED LION, PA.

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JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
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Manufacturers de Sanchez, HAVANA, CUBA

Importers of Sumatra Tobacco
Cable Address "HIRSCH."
Joseph Hirsch & Son
A. E. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, March 20, 1905.

Goods were moving pretty lively over the retail counters last week owing to the continued good weather, and unless there is another spell of winter or unpleasant atmospheric conditions, good business will continue. The trade is considerably heartened up by this fact and the better business is naturally reacting on jobbers and manufacturers who are booking lots of orders. There was plenty of business along the Broadway stores, and down in the financial district money was easier and the dealers were accordingly benefited.

• • •

It looks now as if there might be another definite struggle between The United Cigar Co's stores and the other firms which have small chains of stands, particularly the A. Schulte Co. The United Co. is continually opening up new stores and in nearly every case they have been in a position to take some business away from long established stores. On the other hand, new stands have been opened by rivals of the United people in similarly near locations. This movement was apparently begun by the United Cigar Stores Co., and was really a force put owing to the fact that they had invaded all what might be called new territory there was for them and any further development was necessary in already occupied sections.

So far there seems to be enough business for all, when business is good, but if the campaign continues at its present rate there can be but one ending. New York is densely populated but there is a limit to the aggregate amount of the cigar and tobacco business and after a certain point, competition will be cut throat in the purest sense. Meanwhile the manufacturers and jobbers are benefiting by the increased call for goods and they, of course, are willing for the retail dealers to go as far as they like.

Goods are moving well for the manufacturers both in the West and South and there is a very steady demand for both Havana and seed Havana goods. The month is coming up well and is very far ahead of February.

• • •

The leaf market for the week was rather dull, not because there was any particular reaction but for the reason that there were not many old goods on hand. There was some business done in Havana but not in any large lots. Dealers are not anxious to move their Havana unless they get the prices which they had set upon it, and there is still considerable reluctance on the part of buyers to pay this. Very little was done in other goods with the exception of Sumatra towards which all eyes are now turned. Some of the Sumatra has arrived in this market and samples are ready. There seems to have been the annual scramble at the Inscriptions and prices ruled higher than for some years. The American buyers have secured some splendid tobacco comparatively speaking but the grade of the crop seems lower than last year while the prices are higher. This fact will doubtless better the chances of the domestic crop, particularly the Florida tobacco which is making a good reputation on this market, and the new crop of which will be eagerly awaited.

Among those who bought Sumatra was M. F. Schneider, who secured 73 bales at the first inscription and about 300 afterward.

• • •

At the regular meeting of the Retail Cigar and Tobacco Dealers' Association, held at their headquarters last Tuesday evening, very little of trade interest was transacted except the reading of the report of Sidney J. Freeman, chairman of the Exposition Committee. He reported that there would be room in the Exposition hall for 147 exhibits, allowing 100 square feet to each exhibit. It had been decided to make a charge to the exhibitor of $1 per square foot, and from letters which had been received, the committee believed that they would have no difficulty in disposing of the entire space at this rate. President Robert E. Lane was back from Cuba and said that while on the Island he had looked into the Havana customs records and had learned that the independent factories were now shipping more than fifty per cent. of the cigars exported instead of twenty per cent. which they controlled when the Havana Tobacco Co. was formed.

• • •

The trade is still talking a great deal about the decision in the Falco-Falcon brands, the details of which were given in this letter two weeks ago. The exact status of the matter seems to be anything but clear and many of the manufacturers appear to be considerably bewildered as to "just where they are at." It is not probable that the decision will have anything like the effect which many fear and it seems unlikely that the matter will go much farther. Some manufacturers have gotten the idea that anybody can manufacture any brand which at one time had passed from hand to hand not accompanied by the original owner's business. While there has been no definite decision given on this particular point it is not considered likely that any trouble will be caused owing to the fact that the law is simply to prevent fraud. The man who rightfully owns a brand can have it manufactured by whoever he wishes so long as it is manufactured under his direction. The trade mark is part of his business and he can have his business transacted where he chooses; on the same score he cannot sell his trade mark unless he sells his business with it.

Announcement is made that the United Cigar Stores Co. has purchased the interests of the M. Goldberg Co., which conducted stores at 217 and 260 Greenwich street, 98 Liberty street, 2 West Broadway in Manhattan and another one on Fulton street, Brooklyn. These stores are said not to be exclusive of the leases which the United Co. is said to have gotten for prospective operation on May 1st.

• • •

I. Lewis & Co., of Newark, are doing much missionary work in Greater New York on their Golden Eagle little cigars. They have a strong corps of salesmen in the field in charge of their well known representative Wm. Turk, who has arranged a number of handsome window displays of the cigars scattered throughout the five boroughs.

Wm. Catlin, who is in New England pushing the Victor Thorsch's Buster Brown brand, writes that he finds everything to his liking and is sending good batches of orders continually. The cigar is proving quite a seller.

Geo. H. M. Wyatt, well known manager for E. A. Kline & Co., is in Havana, where he will remain for some time looking over the market.

Nelson Wasserman, of B. Wasserman Co., announces his engagement to Miss Dorothy L. Cohen, daughter of Albert Cohen, of Brooklyn.

Simon Batt, of Simon Batt & Co., is out West where he will remain for a number of weeks. He will probably stay near the Pacific Coast during a considerable part of his trip.

Guy S. Kellogg starts through New England to sell his clay pipes. Everybody knows Mr. Kellogg and he always has something new in the clay pipe line in his sample case.

F. R. Hoissington, of the Cayey Caguas Tobacco Co., is at his desk after a very pleasant trip to the Porto Rican end of the business. Mr. Hoissington says the company has a new factory at San Lorenzo near Caguas, where they will take care of the orders with which their other factories have been unable to cope. Mr. Hoissington made a thoroughly complete visit to every branch of the business in Porto Rico and expresses himself as greatly gratified at the way he found things.

• • •

Partial schedules in bankruptcy of Morris Futterman, dealer in tobacco and cigars at 522 Willis Avenue, were filed last week by Nelson A. Miller, one of his creditors. The liabilities as far as known are $5,738, and assets $500 cash in hands of the receiver.

• • •

E. Regensburg & Sons, of New York, have received a decision from the Treasury Department, at Washington, which directs that on the exportation of the firm's America and La Melville brands of cigars, which are made from Havana in various sizes, an allowance for drawbacks may be made equal to the duty paid on the tobacco imported, less the legal deduction of 1 per cent.

—The Commercial Cigar Co., of Chicago, for manufacturing tobacco sundries, has been incorporated by J. H. Heldman, Edward Everett and C. S. Heinmann, with a capital of $2,500.

MARIAHUANA THE WORST EVER.

This Substitute for Tobacco Causes Madness and Murder.

Professor Starr, of the University of Chicago, in his innocent search for a substitute for tobacco evidently hit on a loaded shell which is guaranteed to explode at any moment, according to an American correspondent from Mexico, who heard of the Professor's discovery of mariahuana, and who writes that the trade can await with deep interest any popularity which the substitute may acquire, especially among the co eds of the University.

The writer states that mariahuana grows wild in many of the southern sections of Mexico, and is one of the most dangerous drugs found in the country. So dangerous, in fact, that in the city of Mexico, and other municipalities, the Government keeps special inspectors constantly employed to see that the weed is not sold in the markets.

Its potency as an intoxicant has long been known among the natives who go on wild orgies with it. A few years ago it was found that many of the prisoners in the Belem prison in the city of Mexico were losing their minds. An investigation was started and the discovery was made that they were all addicted to the use of mariahuana which was smuggled in to them by the guards, who had been bribed for the purpose. Since then strict orders prohibiting the use of mariahuana by prisoners have been enforced.

The poisonous weed also finds favor among the soldiers, who mix it with tobacco and smoke it. The sale of the weed to the soldiers is strictly prohibited, and severe punishment is provided for any one guilty of the offence.

The habitual user of mariahuana finally loses his mind and becomes a raving maniac. There are scores and scores of such instances in Mexico. It is said that those who smoke mariahuana frequently die suddenly.

Leaf tobacco bears a close resemblance to the leaves of this weed which is usually smoked in cigarette form or in a pipe.

A few Americans in Mexico have experimented with mariahuana. A few years ago Henry Hommert, a former well known citizen of San Antonio, purchased a large coffee plantation in southern Mexico. He was induced to try smoking mariahuana. He became addicted to the habit, which rendered him insane and finally resulted in his death.

In another instance the superintendent of a mine in Mexico, who was an American, became the object of hatred of one of the men in his employ. The Mexican mixed mariahuana with the American's tobacco. The latter was made wildly insane from smoking the mixture and made a vicious attack upon a party of miners. He was shot and killed in the affray.

So much for Professor Starr's great and tonic substitute for tobacco.

—The Joplin Tobacco Co., of Joplin, Mo., has been incorporated with $5,000 capital, by James W. Rosborough, Thos. D. Williams, of Joplin, and John Davis, of St. Louis, to manufacture and deal in cigars, cigarettes and tobacco.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 98

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
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C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Established 1840. Cable "Hasgil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
RICHMOND H. SMITH
ELIOT SMITH
NEW YORK.

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. L. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

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PHILADELPHIA, MARCH 22, 1905

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

IT'S UP TO THE COFFEE INDUSTRY NOW.

It is now proposed—by some—to tax coffee in order to make up the awkward deficit which must be gotten out of the way before the next Congressional election.

Those in favor of this plan of raising the wind argue, with quite as much fairness as has characterized any of the arguments bearing on the tariff situation, that instead of encouraging the Philippines to compete with American sugar and tobacco interests to the decided detriment of the domestic industries, they should be induced to grow subtropical products which could never be raised in the United States and which are now imported in large quantities from countries that take little from us in return.

The proposition also includes rubber, spices and fibres—all of which could be produced in the Philippines—but coffee is, of course, the main product considered owing to the tremendous quantity of it brought into the United States.

The scheme is to place a duty on all coffee grown outside of our possessions. Thus the Filipino planter is given an inducement to get busy, and while he is developing his new industry, the duty on foreign coffee is making up the deficit.

It sounds all right, but, of course, there will be a howl from the coffee importers. As a matter of fact, the scheme is declared by some to be a propaganda of the beet sugar Republicans to lift the burden from their own shoulders, and incidentally those of the tobacco trade.

Suppose it is. The coffee people may cry "selfish!" but it is certainly fairer for importers alone to suffer a little financially, which loss they would probably offset by adjusting the market to suit the new conditions, than for every branch of two industries to be injured irremediably.

An increase of 4 or 5 cents a pound in the price of the better grades of coffee would cause very little decrease in its consumption and would yield quite enough to make up the shortage. And in a comparatively short time coffee from the Philippines would commence to come in. Coffee is taxed far and wide outside this country, and since the repeal of the duty on the commodity in 1871 as the result of an agitation of the matter the country has lost a tremendous amount of money — nearly $305,000,000 on Brazilian coffee alone, which country followed our repeal action by imposing an export duty which has since brought into its own coffers a sum amounting to a billion and a quarter. In short the United States drinks more coffee than any other nation and derives no income from it.

Let Secretary Taft and his party study the possibilities of coffee growing in the Philippine Islands when they reach there, and then let them consider how easy it is to avoid further disagreeable conflict with the tobacco and sugar industries. The proposed plan is about as equal a distribution of responsibility and expense as could well be arranged.

PROF. STARR'S TOBACCOLESS TOBACCO.

Every once in a while some scientist comes to the front with a substitute for what a number of persons regard as the evils of life, such as strong drink, tobacco, drugs, etc. About the latest is one more substitute for tobacco which is offered by Professor Starr, of the University of Chicago.

According to one comment made on the discovery or invention, whichever it is classed as, Prof. Starr offers to the consumer "a smoke sweeter than cigar, cigarette or pipe tobacco, an originator of dreamland castles and green vales with daisies growing in them, a tonic, not a stimulant."

This sounds like something one might legitimately expect to procure in Chinatown and scarcely a commodity which a business man would carry around for ready and frequent use. Indeed, it is hardly probable that the trade is much alarmed over the prospect of its wares being supplanted, as it long ago got used to these periodical alleged discoveries which have never amounted to anything more than a little notoriety for their progenitors.

The substitutes have run all the way from poisonless tobacco or cigars, in which everything was supposed to be present but the poison, to preparations which so far from being injurious were supposed to confer actual benefit on the user. Years ago some cigars were made from the catalpa tree bean which weren't such a bad smoke at that, and so on down the line to substitutes that represented merely a makeshift.

None of them has been practical for trade purposes, and it is highly improbable that Professor Starr's "mariahuana" will be. A scientist has to keep busy though.

GOV. PENNYPACKER, of Pennsylvania, has signed the Ware bill and hereafter it will be unlawful in this State not only to sell cigarettes to boys under 21 years of age, but to give to them free of cost either cigarettes or cigarette papers. To be guilty of this act is to commit a misdemeanor punishable by a fine of not less than $100 nor more than $300.

This is considerably more reasonable than Indiana's or Wisconsin's law, but at the same time, unless the anti-cigarette societies maintain a constant staff of vigilant inspectors, not for a month or two months, but continually, the law won't amount to shucks. To do that would cost much more money than these societies, as a rule, have to spend in this direction.

Certainly there is no fear that the American Tobacco Co. will consider it advisable to interfere in this case as it is doing in the two Western States mentioned, if for no other reason than the above mentioned fact that the effect of the new law will not be worthy of consideration.

AN ERROR.

In an article which appeared in our issue of March 8, dated from Houston, Texas, and embodying a statement made by a government expert that the Texas farmers did not want to take the time necessary to properly learn to cultivate tobacco, the name of the expert was given as Shelfer. This was an error of our correspondent as the name should have been Walter M. Hinson. Mr. Shelfer has not been connected with the department since 1903.

Philadelphia Tobacco Trade.

Here and There With the Retailers

Two or three days last week made the retailers smile on account of the way goods moved over the counter. Friday and Saturday were so much like real spring that there was an immediate increase in business that was extremely welcome. It was not to last, however, and Monday's receipts were decidedly smaller. Bad weather always affects the box trade somehow, as well as the smaller line of purchasing, and the only thing for dealers to do is to wait for the sunny skies to become permanent.

I. Lewis & Co.'s new brand of little cigars Golden Eagle is being well distributed on this market, and if early indications are reliable, is destined to make a hit with Philadelphia smokers. The firm brand has the advantage of being backed by the firm's reputation for smokes of that character, and is of a quality that amply fulfills that reputation.

One of the cigar store windows that always attracts attention for artistic neatness is that of Hancock & Adams, at Seventh and Chestnut streets. The window is changed frequently, and the result is always something which makes the smoker stop and not only admire but desire.

B. Frank Batten, has got things pretty well in shape at his new store at the foot of Market street on the north side, and expects to do a handsome spring and summer business.

Jos. G. Tuck, who has spent the winter in Los Angeles, Cal., has left that city, and is making a slow journey home. He is expected at his Market street store about the fifth of April, and according to his letters, feels like a fighting cock.

Leaf Dealers' Jottings.

The leaf market could by no means be called active during the past week, although there was a fair demand, particularly for Havana. No big sales were reported in this market, and indeed the buyers were few in number. Orders were sent in from men on the road on Pennsylvania goods as well as Havana, and there was considerable inquiry for the new Connecticut crop, on which prices are very stiff. Prices remain firm on every grade, and will undoubtedly stay so.

The Philadelphia Leaf Tobacco Board of Trade, which met last week and re-elected the old staff of officers, will in a short time give a planked shad supper at the Orchard, in Essington, on which occasion delegates to the coming convention at Lancaster will be named. The date for the affair has not yet been decided upon.

F. Eckerson is up the State this week, on a business trip, and finds things in as good shape as might be expected, considering the recent weather.

B. Labe, of B. Labe & Sons, who is in Amsterdam attending the inscriptions,

GOLDEN EAGLE 10 for 15c. GOLDEN EAGLE

I. LEWIS & CO. Golden Eagle Cigars.

"A SCREAMER"

The above, fac simile **"Golden Eagle"** package, represents the style of packing of our celebrated new brand, which we take pleasure in presenting to our patrons.

We are making it our special aim and effort to embody in the manufacture of the **"Golden Eagle" Cigars** a **Superior Quality, Extra Large Size and Perfect Workmanship,** thus insuring to all lovers of a short smoke, the finest little cigar ever offered.

Newark, N. J

I. Lewis & Co.

P. S.—Would be pleased to book your orders for early delivery, either direct at factory, or with **Z. JOHN NORRIS,** at our Philadelphia Office, **111 Market Street.**

GOLDEN EAGLE 10 for 15c. GOLDEN EAGLE

A Quick Seller—

Quo Vadis 5¢ Cigar

We sell lots of them, and so will you, if you'll only give them a trial.

There is no better nickel cigar made than our "Quo Vadis"—every one is a fragrant, pure and satisfying smoke.

It's the kind of cigars your customers will call for again, and even the most fastidious men enjoy their fine aroma.

Besides the big, fat **Diplomaticos,** which we told you about already, we also make a more slender shape, a real handsome **Concha Especial.** Both are of the same good quality and of the same reliable workmanship—strictly hand made.

We'll be pleased to send you a sample box of one or both sizes, and to tell you about our **Special Introductory Offer.**

You may return the samples at our expense if not satisfactory, or we allow you their cost from your first order for a thousand "Quo Vadis"—thus you'll not risk anything either way. Write us today—we want your trade.

Alfred Eyer & Co., Cigar Mfrs., Allentown, Pa.

G. H. SACHS

Manufacturer of

Best Grade Seed and Havana Hand-Made CIGARS

245 NORTH CONCORD ST.,
Lancaster, Pa.

Are you looking for a Good

PITTSBURG STOGIE?

"Jolly Fellows"

Hand Made IS THE NAME. Long Filler

MADE BY **Samuel Smith & Son,**

112-14-16 East Jefferson Street,

Special Prices to Jobbers
Mention Tobacco World

Allegheny, Pa.

TOBACCOS THAT SELL.

"DARK HORSE"—The fruit flavored scrap chewing.
"SILVER MOON"—The best granulated smoking for either pipe or cigarette. The smoke for the man who knows.
"BLACK THREADS"—The finest heavy long cut smoking manufactured.
"SUN TIME"—A long cut smoking that always gives satisfaction.
"RED SETTER"—The natural leaf scrap smoking.
"SCOUT" and "OLE VIRGINY"—Good grades of granulated smoking.

UNION MADE

UNIVERSAL COUPONS packed in each package for the consumer. Also FIVE UNIVERSAL COUPONS in each carton of "DARK HORSE," "SILVER MOON," and "BLACK THREADS," for the retailer.

Write us for samples and prices.

THE GEM CITY TOBACCO CO., DAYTON, OHIO.

A LINE OF HIGH-GRADE

Tobacco Spraying Goods

For Cigar and Tobacco Factories and Leaf Tobacco Dealers.

MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.

Send for free Catalogue.

DAYTON SUPPLY CO.,

Suc'ors to Nixon Nozzle & Mach. Co

DAYTON, O.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

---

writes that he has bought no Sumatra, owing to the extremely high prices, which are out of all proportion to the value of the tobacco for this market. Mr. Labe says there is some satisfactory tobacco to be had, but it is much too high, and as a consequence not so much was sold at either inscription as last year.

George W. Newman, of Young & Newman, who is again out west for the house, is sending in some nice orders from the territory in which he is so much at home.

E A. Calves & Co. are doing a good steady business in Havana goods, on which the firm has a universal reputation. Both Mr. Calves and Mr. Dominguez are home now, but the latter will be on the ground early to look over the new Havana crop when it is ready.

With Manufacturers and Jobbers.

The manufacturers are making very little money from the local market just now, as the retailers are buying no more than they are obliged to, but those who do much of a business in the South and West are benefiting by that fact at this time, goods moving very well in those directions. There has been no great cause for complaint this month, however, traveling men having made fair returns, although reporting things to be "rather quiet." Last week's balmy weather brought visions of spring, and the manufacturers are hoping that a little more of such will cause this market to spruce up.

George Valentine, of A. S. Valentine

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

W. C. Jackson,

Manufacturer of

Fine Cigars

Factories No. 34 and No. 1596,

East Prospect,

Penna.

Correspondence with Wholesale Dealers and Jobbers Invited.

☞Telephone Connection.☜

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.

OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

DO IT NOW!

This is the time to place your orders
with us and take advantage of
OUR CHOICE LOTS

LIGHT FLORIDA
Sumatra Wrappers

OUR TOBACCO grows in favor
ALL THE TIME, and is
Moving Rapidly.

Florida Tobacco Co.

No. 131 Maiden Lane, New York Telephone "5276 John"

Plantations---Quincy, Florida.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS
Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

& Son, has been confined to his home at Womelsdorf for some time, owing to illness, but is now hoping to get out again soon. Business with this firm has been all that could be expected. They are fortunate in the possession of a number of popular brands.

The El Draco Cigar Manufacturing Co. is doing a good out of town business, which is constantly growing under the able direction of Frank Comber whose headquarters are at Second and Arch streets. The firm has one or two new brands in contemplation.

John N. Kolb, manager for the Theobald & Oppenheimer Co., sailed from New York yesterday for Amsterdam, where he will take in the inscriptions.

Frank Teller, whose place on Second street, below Walnut, was recently burned out, is temporarily occupying a building on Dock street which he found suitable for immediate occupancy. Meanwhile his factory is being rebuilt as quickly as possible and will have better facilities than ever.

The new firm of Goldsmith and Arndt, distributors in the East for the El Provedo Manufacturing Co. is starting out with a rush and bids fair to break records. Mr. Arndt, who has been well known on the road as a salesman for Julius Hirschberg & Bro., is now on his first trip with a full line of the company's best brands.

Business is coming up very well with the Vicente Portuondo Co., and the men on the road are sending in a splendid lot of orders.

John Hay, Jr., manufactured by Stewart, Newberger & Co., Ltd., has caught on and is hitting the trade just right. The cigar is a worthy son of John Hay.

Bayuk Bros. Cigar Co.'s new brand, BB Blunt, which has recently been put on the market to sell at 5 cents, is duplicating rapidly and the factory is having hard work keeping up with orders. The cigar has a good package and makes an excellent appearance.

ANOTHER TELEPHONE THIEF.

Operated Successfully in Memphis, Tenn., in Spite of Warnings.

The telephone thieves are operating again and in spite of the fact that the trade has been warned time after time, lately, this crook had no difficulty in securing 1,000 cigars by means of a telephone and a bad check.

An order was received a few days ago by Lee Morton, of Memphis, Tenn., for the amount of goods mentioned. The buyer stated that he was unable to come after the purchase himself, but that the firm should send the goods to the Planter's building C. O. D.

The purchase was wrapped up and sent to the place named by a porter. He found the man who had made the order and delivered the cigars. In payment the porter was given a check for $32.87, it is alleged, on the Security Bank. The porter accepted the check, but when it was presented for payment, it was discovered to be worthless. The check was signed by S. A. Coston.

The police were notified and are working on the case.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEARERS.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

JAS. ADAIR A. R. REIFF
ADAIR & REIFF,
Packers and Dealers in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

WALTER S. BARE,

Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,

Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.

PACKERS and DEALERS IN **Leaf Tobaccos**
142 N. Market Street,
LANCASTER, PA.

J. W. BRENNEMAN,

Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market

1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.

PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,

Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
and much Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,

Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER

Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

THE JOHNS-BRASH CIGAR CO.

Manufacturers of the Celebrated

"UNCLE DAN"

Absolutely

Hand-Made

LONDRES AND PERFECTO SHAPES

Main Office:
Lancaster, Pa.

EDW. M. BRASH,
Sec'y & Treas.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.
Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,
51 Market Street, Lancaster, Pa.

HENRY H. SHEIP MFG. CO.

Cigar Boxes
Cigar Box Lumber

Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for
Choice Escojidas of
Remedios, Santa Clara
and Manicaragua,
Vuelta Abajo and Partido Factory Vegas
of Various Sized Lots

LOEB-NUNEZ HAVANA CO.

Packers of

Havana Tobacco

CONSULADO 142 and 144,
Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

THE TASTE TELLS **QUATILITY** 5¢ CIGAR Yes! it is Different

THEOBALD & OPPENHEIMER CO. MAKERS! PHILA. : THE UNITED NEWS CO. PHILA. Genl Distrib's.

COMBINE IS BEING SUED.

New Jersey Court is Asked to Dissolve Corporation as Illegal.

The American Tobacco Co. will be investigated in spite of itself, if things keep on in the same direction. Although the Government is apparently not going to do anything just now, the company will be forced to defend itself on another hand by the suit which has been begun in chancery at Trenton, by Richard T. Dana, administrator of the estate of Richard S. Dana, of New York.

This suit is brought in an effort to have the American Tobacco Co. declared to be an illegal corporation and dissolved, because it was formed of the American Tobacco Co., the Consolidated Tobacco Co. and the Continental Tobacco Co. in alleged violation of the law.

The claim is made by Mr. Dana that the stockholders of the original American Tobacco Co. did not give consent in sufficient numbers to validate the consolidation, and declares that he was in this way deprived of his property against his will and judgment The court is asked to summon James B. Duke, Benjamin N. Duke, Oliver H. Payne, Peter A. B. Widener, Thomas F. Ryan, Anthony N. Brady and others, to explain how the merger was formed.

This is the outcome of protests made by a few dissenting stockholders at the time the consolidation was effected, and which were temporarly subdued. It was charged by some at that time, that the deal was a plan to save one of the subsidiary companies from financial stringency at the expense of the others, and those not pleased with the arrangment were, of course, concerned in the supposedly more prosperous companies.

AUSTRALASIA UNDEVELOPED.

It Should be Fertile Territory for American Tobaccco Interests.

Washington, D. C., March 21.

From reports made by American consuls, in British Australasia, American manufacturers are neglecting a splendid opportunity by not pushing their goods more into this territory where they would be eagerly welcomed.

The imports of the area, including New Zealand, exceed $400,000,000 a year, and America's sales for the last four years have averaged about $30,000,000, three times the value of our trade ten years ago, but an extremely small percentage of what it might be.

Last year the Australasians bought $725,000 worth of leaf tobacco and $1,720,000 worth of cigars and cigarettes, instead of buying the class of Philippine goods, the competition of which is so feared by American Tobacco interests

This proves that the market is waiting for development by this trade which should be done on the field by competent representatives. The market is very similar to our own market and can be counted on just as surely, if the United States goods once get fairly in.

While our total sales in this area now exceed those of Germany, they are only about one fifth those of England. The opening of the Panama Canal should have a very important effect on our Australasian sales. Instead of the long rail haul to San Francisco, and a 7,000 mile sail from there to Australasia, wares from our Eastern manufacturing centres can be located on shipboard and sent to Melbourne or to Sidney with an advantage of 3,000 miles in the case of New Orleans.

But there is no reason why American merchants should wait for the opening of this advantage. An extension of present business can be effected by the exercise of a reasonable amount of intelligent business activity. A good many wheels can be set in motion and a considerable number of hands employed if the Australasian market is sought in a business-like manner.

Those who get in now will be on the ground floor when the larger trade opens by and by.

DUMMY BOXES MUST BE DUMMIES.

Revenue Department Says They are Too Much Like Real Thing.

The Commissioner of Internal Revenue has made a new ruling which appears more important on its face than it really is. The decision relates to the use of dummy cigar boxes, and at first blush it seemed to a number of manufacturers and retailers that the department intended to stop the use of boxes entirely, which is not the case. The rule simply prohibits the manufacturer from stamping the dummy box with his factory number and with the caution notice. Of course the revenue stamp must not be used, so that the proposition is, that if the manufacturer chooses to prepare a box free from all these official designations, he is free to do so, as the govern-

FLOR DE MANCHESTER
. . . 5-Cent Cigars . . .
and
MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market, are made by the
MANCHESTER CIGAR MANUFACTURING CO.,
F. B. ROBERTSON, Factory Representative, 1004 Ridge Ave., Philadelphia.
of Baltimore, Md.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

GEO. STEUERNAGLE,
THE CELEBRATED

Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
2103 Penn Ave., Pittsburg, Pa.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

The PROGRESS
SHORT FILLER
Bunching Machine
For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

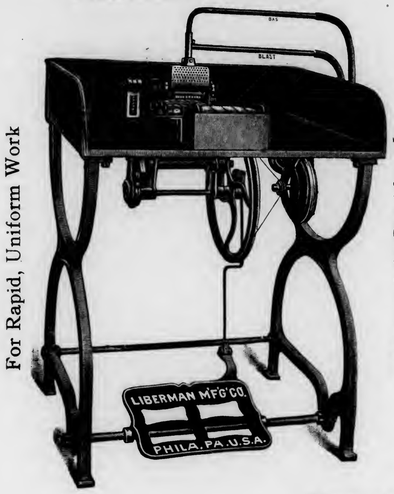
Manufactured by

N. H. BORGFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE



For Rapid, Uniform Work

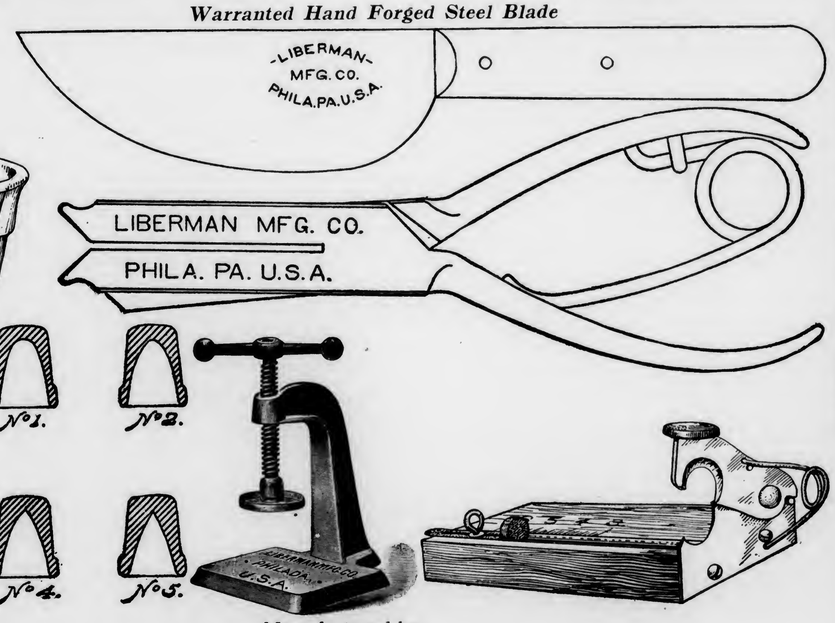
Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade



Manufactured by

Liberman Manufacturing Company
240--42 North Third Street, Philadelphia
New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

SCHUTTE & KOERTING CO.

PHILADELPHIA, U. S. A.

Twelfth and Thompson Streets.

SCHUTTE--KOERTING MOIST VENTILATOR,

used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time, without deterioration. The principal advantages are:

1. **Low cost and simplicity.**
2. **Cost of maintenance is nothing, being operated by city water pressure.**
3. **Needs no attention.**
4. **No drip occurs; humidity uniform.**

Correspondence Solicited.

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,
LANCASTER, PA.

Manufacturers of

High Grade
Union Made
Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

ment does not concern itself with such a package.

For a long time it has been the practice of manufacturers to supply retailers with these dummy boxes when asked for. The small retailer or perhaps the druggist may want to make an inexpensive display of a certain brand which he can do in no better way than this.

In many cases quite imposing window displays have been framed up with this material, and lately a number of manufacturers have been adding the factory number and caution notice to the box with the idea of making the display look like regular stock.

The revenue department has been cognizant of the matter for some time and the present ruling is a result of its deliberations. Notices have been sent to the trade from Washington to take effect in sixty days.

BUSINESS ALL RIGHT IN THE HUB.

The Spring Spell Has Brought Prosperity to Everybody.

Boston, Mass., March 19.

The weather for the past week has truly been real spring weather, and it naturally was welcomed by the trade. As one retailer remarked, "trade generally is good when I can leave my store door open," and I think this dealer voices the sentiment of the majority of the storekeepers.

The jobbers seem to be complaining of poor collections but the cigar manufacturers are working full forces and as I reported in last week's letter, are doing plenty of effective advertising. Visiting salesmen seem to be contented with the amount of business they secured here during their stay in the Hub.

H. Uday, of Uday Bros., New York, is in town calling on the retailers with a variety line of bits, stems, corncob pipes, etc.

Julius Weiss, with Kaufman Bros. & Bondy, is expected here the coming week. The C. P. F. line of pipes are very popular here.

H. E. Johnson has purchased the cigar store and pool room located at 374 Tremont street.

S Epstein has sold his cigar store at 14 Bedford street to M. Levine.

M. E. Shattuck, a cigar manufacturer of Worcester, Mass, suffered considerable damage by fire yesterday during a $200,000 conflagration which visited that city yesterday morning.

F. R. Ginn expects to make a business trip to New York this coming week.

E. J. Mulligan, with the Menashi Cigarette Co., is kept constantly on the go. His window displays of Menashi cigarettes are very fine and are causing considerable comment. The Menashi is fast becoming the leading seller in 15c package goods. This cigarette is said to contain nothing but the best Turkish tobacco with a very fine blend. The factory is at present overrun with orders and such jobbers as Estabrook & Eaton, D. A Frank & Co., G. F Davenport are doing all they can to make the Menashi popular.

The trade was very much surprised this week to receive a circular letter from the E. Seidenberg Steifel Co., of New York, stating that henceforth, all purchasers of their goods would have to stand all the freight or express charges

Sam Harris, President of the Khedivial Co., spent a few days here this past week going the rounds with Vic Sheppard their local salesman. While here he scooped in quite a bnnch of orders for the Duke of York and Turkish Delights cigarettes.

Thomas Charak, the popular Cambridge jobber, is having quite a run on his Charaks Original Smokers. Leroy Cubanos are also selling well at his establishment.

J. S. Brown, of 8 Washington street, is featurng Grumbler cigars in his window and consequently is selling plenty of them.

At H. E. Lombard's cigar store, on Court street, Leroy Little Cigars are enjoying a good sale. When it comes to making elegant window displays Chester is certainly in a class by himself.

"Innerseal" Ross, the Irvington street tobacconist, is having quite a sale on Virginia Blossom long cut.

S. S. Pierce Co. is displaying in the window of their Tremont street store a number of brands of imported cigars among which are the Eden, and Romeo and Juliet in various sizes.

Kozy cut plug is selling well here. 2½ ounces of tobacco for 5 cents is what the laboring man is looking for. Kozy combines quality and quantity.

L Miller & Sons, New York, announce the following deal: With every thousand of their Puritan Little Cigars they are giving gratis two boxes (24) Leroy Cubanos Cigars, this brings in the retailer an additional profit of 50 cents on each thousand.

L. Bieringer, of Dock Square, intends giving up the manufacturing of his cigars, owing to his large retail trade. He finds it more profitable to purchase his cigars and can also give more attention to his retail customers.

BEN ALI.

Rabell, Costa, Vales & Company

Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98,
Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

TAX COFFEE INSTEAD OF REMOVING DUTY ON TOBACCO.

Plan on Foot to Place a Small Tax on Coffee Grown Outside Our Possessions, so that Tobacco and Sugar Industries Will Not be Obliged to Make Up Deficit. Good Arguments in Favor of the Bill.

Washington, D. C., March 20.

The tobacco trade will welcome the present agitation of a bill which if its progenitors are successful will come up at the next session of Congress, having for its purpose, the placing of a small tax on foreign coffee in order to make up the deficit, which it is considered important to make up before another Congressional election.

The project is one intended to relieve the tobacco and sugar interests from the imposition of a reduction of duty on tobacco from the Philippines, which has been fought so strenuously by the trade since the proposal was first made by Secretary Taft.

The opposition has become so pronounced that the administration wuold like to avoid any further trouble if possible, and while it is understood in some quarters that the proposed coffee bill originated in the brain of some beet sugar Republicans, it is known to be looked kindly upon by a number of Congressmen and Senators who would like to find some such way out of the difficulty without having to offend the tobacco and sugar industries.

The current expenses of the Government will increase during the next two years, and in view of the decided demand for public improvements, there will be many extra expenses, so that the only way to remove the deficit is to increase the revenue,

There are numerous objections to doing this by internal revenue, and the attention of members of the Senate Committee on Finance and of the Ways and Means Committee turned to coffee and tea as taxable possibilities. Certain suggestions made to the Ways and Means Committee during the hearings on the Curtis bill to reduce the duties on Philippine tobacco and sugar afford what many believe will be an effective answer to any charge of taxing the poor.

This suggestion was that, instead of encouraging the Philippines to compete with American sugar and tobacco interests by giving them free entry to our markets, they should be encouraged to produce subtropical products, which can never be raised in the United States, and which are now imported in large quantities from subtropical countries that take very little from us in return. Rubber, spices and fibres were mentioned, but especially coffee, of which this country imports immense quantities. All of these articles, it was represented, could be produced in our own possessions, Porto Rico and the Philippines.

It was argued that by the imposition of a slight tariff on foreign coffee and admitting coffee from American possessions free the attention of the Philipppines could be diverted to a highly profitable

GEORGE W. PARR

Littlestown, Pa.

MANUFACTURER OF

High-Grade Cigars

Goods sold to Jobbers only.
Correspondence Solicited.
A Medal was Awarded at the World's Fair, in St. Louis, in 1904, on our

FERNSIDE 5-CENT CIGAR

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

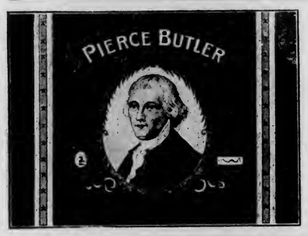
MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.



W. H. Snyder & Co.

Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced

CIGARS

Correspondence Invited with the Wholesale & Jobbing Trade only

D. W. HUBLEY,

Thomasville, Pa.

Manufacturer of

High-Grade

Seed and Havana

CIGARS

Correspondence Invited from Responsible Houses.

F. B. SCHINDLER

Manufacturer of

Fine Domestic Cigars

Red Lion, Pa.

JOBBING TRADE SOLICITED

industry. Meanwhile, as it would require some years to develop coffee growing in the islands, the duty would raise large sums of money, afford the desired relief for the United States Treasury and be of inestimable assistance to Porto Rico.

Since it is now considered imperative that some such measure be adopted, the arguments have been considered by the Senators and the members of the Ways and Means Committee and are meeting with much favor. It is argued that, in addition to relieving the Filipinos and the Porto Ricans and, above all, the United States Treasury, an ugly contest with the beet sugar and domestic tobacco interests may then be averted.

On the basis of the present importations of coffee in the United States, it is figured a duty of five cents a pound would yield fully $50,000,000 a year. This is on the assumption that an increase of five cents a pound in price would not cause a curtailment of consumption.

Secretary Taft is to take a party of Senators and Representatives to the Philippines this summer, among them Speaker Cannon, Representative Payne, chairman of the Ways and Means Committee, and other members of that committee. It is proposed that these gentlemen shall study the possibilities of coffee in the islands while there and it is expected that they will enthuse over the prospect.

In 1871 Congress repealed the duty on coffee in compliance with a general public demand. Brazil immediately imposed an export duty and transferred $8,000,000 per year from the United States Treasury into hers, and the price of coffee remained the same. Since then, it is argued, the United States has lost on Brazilian coffee alone $304,869,852 in revenue, while the Brazilian trade balance against the United States during that period has aggregated $1,328,167,670.

France raises a heavy amount of revenue by a duty on coffee of almost 15 cents a pound; Italy taxes it almost as much as France; Germany at the rate of 5 cents; while England, Austria and other countries derive large revenues from this source. The United States, the greatest coffee consuming nation, alone derives no income from this article.

TOBACCO COMPANIES MERGE.

Tennessee Concerns Consolidate and will do Large Business.

Memphis, Tenn., March 20.

An important consolidation of tobacco companies has just taken place here which is expected to result in much increased business for the enterprise.

The Greeneville (Tenn.) Manufacturing Co., and the Campbell Tobacco Factory have merged and taken into the combination a number of other prominent business men of that place. The authorized capital stock of the merger is $50,000 and the output of the company is estimated at 1,000,000 pounds of tobacco annually.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

Alfred F. Orera y Ca.

Have Opened Offices and Salesrooms as

Cigar Brokers

At 417 Heed Building, Philadelphia,

Where they will be pleased to meet the manufacturers and explain their methods.

They respectfully invite correspondence with First District Pennsylvania Manufacturers 3-8-a

CIGAR FACTORY

Building Complete,

FOR RENT

in good section of

First District of Pennsylvania

Capacity of 25 Experienced Cigarmakers, and 35 hands available, including foreman. For further particulars Address,

FACTORY,

Care of Box 112,

The Tobacco World, Phila. 1-25c

CIGAR MANUFACTURERS IN PHILadelphia want first class foreman for one of their country factories. Must be experienced in taking full charge of large uumber of hands and have complete knowledge in handling leaf tobacco. Permanent position with good salary to capable man. Address Box 98, care of The Tobacco World, Philadelphia. 3-22c

WANTED—A FEW MANUFACTURers who make union made goods for $20, less 10 per cent. and 20 per cent. off for cash, to submit samples; can use entire output. Also non-union goods from $7.50 up. Must submit samples Address Box 99, care of Tobacco World. 3-22r

WANTED—CHEWING AND SMOKing tobacco salesmen for the following territory: Pennsylvania, Ohio Indiana New York and New Jersey. Must have experience, and furnish good reference. Address THE GLATFELTER-SNYDER TOB. CO., Yoe, Pa. 3-22r

CIGAR SALESMAN for city and nearby towns. Only those having experience and who can command trade should apply. Good opening for live man. Also, a salesman who has experience selling goods from a wagon. Call in person. BAYUK BROS., 50 North Third St., Phila.

EXPERIENCED MAN IN EVERY department of cigar manufacturing is open to position as Superintendent or Foreman in first-class factory. Best of reference. Address, FOREMAN, Box 100, care of Tobacco World, Philadelphia. tf

WILL BUY FOR CASH—TOBACCO Tags, Cigar Bands, etc., redeemable by Florodora Tag Co. Address, TAGS, Box 101, care of Tobacco World, Phila. tf

WANTED —SALESMAN TO SELL a medium priced line of cigars to jobbers west of St. Louis. Address WALTZ, MAURER & CO., Orwigsburg, Pa. 3-22r

OUR TWO BIG SELLERS

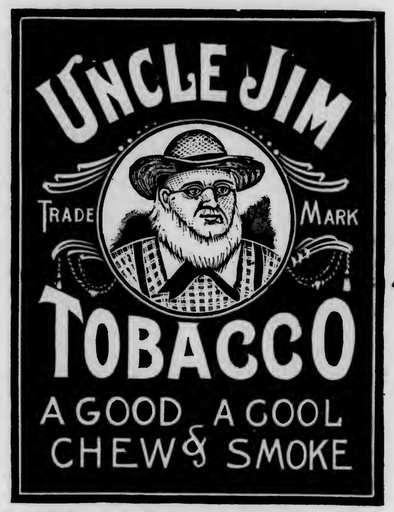
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

CREDITORS OF FOND DU LAC CONCERN LOSE ALL.

Milwaukee, Wis., March 18.

It is understood that the creditors of J. S. Hall, manager of the Metropolitan cigar store, of Fond du Lac, Wis., who disappeared in December, will not realize any part of their claims, which amount to a considerable sum. The creditors are all Milwaukee and Chicago jobbers.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending March 20, 1905.

Havana—Jas. E. Ward & Co, 3 cases cigarettes and tobacco, 7 do cigarettes

SUMATRA TOBACCO.

Str. Noordam, arrived March 16.

(137 bales; 565 cases.)

Otto Malchow & Co	73 bales
E. Spingarn & Co	36 "
H. Duys & Co	28 "
American Cigar Co	500 cases
A. Murphy & Co	34 "
Penna. R. R. Co	17 "
H. Duys & Co	12 "
Pim, Forwood & Kellock	2 "

HAVANA TOBACCO.

Str. Morro Castle, arrived March 15:

(1,588 bales; 100 bbls; 16 cases; 16 pkgs)

Sartorius & Co	418 bales
Benito-Rovering Co	331 "
L. Goldschmidt & Co	123 "
Hamburger Bros & Co	110 "
E. Rosenwald & Bro	100 "
Lichtenstein Bros	95 "
Carl Vogt's Sons	90 bales
Greenhall Bros	79 "
Leonard Friedman & Co	37 "
Jas. E. Ward & Co	36 "
E. M. Schwarz & Co	35 "
Levi Blumensteil & Co	31 "
A. Gonzalez & Co	26 "
Rothschild & Bro	20 "
Wm. Bader	12 "
R. M. Blake & Co	12 "
A. Murphy & Co	11 "
E. Spingarn & Co	10 "
Max Schwarz	8 "
Rollin H. Mills	4 "
E. Regensburg & Sons	30 bbls.
Mendelsohn, Bornemann & Co	20 "
Hinsdale Smith & Co	19 "
A. Diaz & Co	18 "
Rothschild & Bro	10 "
J. Bernheim & Son	3 "
Jas. E. Ward & Co	15 cases
Havana Tobacco Co	1 "
American Cigar Co	15 pkge.
Havana Tobacco Co	1 "

HAVANA CIGARS.

Str. Morro Castle, arrived March 15:

(615 cases)

Jas. E. Ward & Co	366 cases
Havana Tobacco Co	163 "
Pither & Leiser	20 "
Park & Tilford	15 "
National Cuba Co	13 "
G. S. Nicholas	12 "
Wm. H. Stiner & Son	9 "
L. J. Spence	3 "
Hesslein & Co	3 "
M. E. Caule	2 "
W. A. Brown & Co	2 "
F. Hirsch & Co	1 case
Garcia Pando & Co	1 "
E. A. Kline & Co	1 "
C. A. Van Rensselaer & Co	1 "
F. E. Fonseca & Co	1 "
P. H. Petry & Co	1 "
Everett Heany & Co	1 "

La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS

10c.—UNCLE JOSS—5c.

York Nick---5c.---Best Known

Two Cracker Jacks—Two for 5c.

Oak Mountain Bouquet---Boston Beauties

Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.

Capacity, 25,000 per Day. Telegraph—York, Pa.

American Tobacco Company

Makers of the Famous

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Nat. Leaf Plug
J. T. Plug
Battle Ax Plug

They Please all Tastes

Always Uniform and Reliable

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

CHANGES IN CHICAGO DEALERS.

Col. Diffley Opens His New Store, and It's a Dandy.

Chicago, March 18.

Colonel M. W. Diffley has to-day opened his store at 72 Madison street, at which place he has been putting in busy hours for several days past in overseeing the placing of the handsome fixtures which place the establishment among the first in Chicago's up-to-date cigar stores. The location is one in which Mr. Diffley can well feel at home, as it was here that he began business more than twenty years ago.

Last May, however, the owners of the property found it necessary to their interests to construct a modern building on the site and accordingly began work, and are just now completing a structure of eighteen stories, which is an all respects characteristic of the enterprise manifested by the business men of this city. Colonel Diffley was, of course, forced to abandon his favored location for the time, and the present new store, strictly speaking, is but a reopening of the former location.

The furniture throughout is full mahogany, with drawers, vaults and equipments providing the utmost convenience known to tobacco store equipment:

Colonel Diffley never does things by halves. His new place, in short, is a model of durability, neatness and compactness. A modern cigar store in a modern building, in the hands of a man of push and progress fully consistent with the times.

The Commercial Cigar Company is the name of a concern soon to open a fine place in the new Commercial Bank Building at Monroe and Dearborn streets.

It is understood that H. M. Schermerhorn, the popular cigar dealer in the Inter-Ocean Building, will be one of the leading figures in the new enterprise.

Arthur Bergch, late of E. Hoffman & Co., reports a very good business in the wholesale line since beginning for himself. Mr. Bergch spent about twenty-eight years with the above firm and naturally enough is fully conversant with the tobacco business in its various phases. He expects to remove from the temporary quarters in the Northern office building to more commodious quarters in the present location of Knight & Vorman, in Wabash avenue, as soon as that firm vacates the place, which may be about May 15 or before. Mr. Bergch thinks himself in luck to begin as distributor for so popular a line as the Flor de Lovera goods, which he will handle in twenty sizes.

Charles Grand, the well-known dispenser of cigars and wet goods, at 149 Madison street, celebrated his ninth anniversary in business last Wednesday, on which occasion he gave his friends and patrons a memorable reception.

Victor Thorsch, of Bachelor cigar fame, has been among the week's visitors from Allentown, Pa.

Sig. Meyer, the popular manager of the clear Havana department, for the Steele-Wedeles Co., expects to leave today for a brief visit to West Baden and vicinity.

J. D. Berry, of Berry-Suhling & Co., of the good old State of Virginia, has been doing business with the trade during the past few days.

J. M. Logan, of the Cayey-Cagnas Tobacco Co., New York, manufacturers of high-grade Puerto Rican cigars, is a late trade visitor.

Adolph Sechbach, of A. Santella & Co., well-known manufacturers, has returned from his trip to the Middle West after several weeks' absence.

Louis Neuman, formerly of Neuman & Hershorn, will re-enter the tobacco business about April 1. Mr. Neuman has purchased the interest of E. Hoffman, of the well-known firm of E. Hoffman & Co., at Madison street and Fifth avenue, and will henceforth be glad to meet his many friends and former patrons in that popular establishment.

E. G. Dunlap, of Arguellez & Lopez, New York; Samuel M. Chase, of Louis Ash & Co., New York, and James Batterton, of Ruy & Lopez Co., have cheered the trade by their presence during the week.

E. R. L.

LANCASTER MARKET UNCHANGED.

Steady Inquiry for Old Goods, but the Prices are Considered Too High.

Lancaster, Pa., March 20.

The local leaf market practically remains unchanged; holders of old goods do not seem very anxious to dispose of their stock, feeling confident that they have a good investment. There is plenty of inquiry for that class of goods, and it is only the high prices demanded that prevents more sales. Several lots were recently secured by dealers, mostly from country packers.

No general movement is yet possible in new goods, as only bulk sweated goods could be available, and bulk sweating seems confined to a comparatively few, and to larger packers.

Packing, of course, continues active among all who secured any of the crops, but it is a fact that quite a number of packers, particularly in the country sections, did not secure any of the new crops. Deliveries steadily continue, and a very large proportion of the 1904 crop is now in the warehouses of the different packers.

It is somewhat difficult to define the present condition of the cigar industry, which seems to vary in the different sections of the county. Trade is admittedly quiet, but manufacturers are not perturbed, feeling confident that with continued good weather business will soon begin to brighten up considerably—in fact, a good year is anticipated.

A special meeting of the Lancaster Leaf Tobacco Board of Trade was to have been held on Thursday evening last, but through some misunderstanding access could not be had to the rooms in which the meeting was to take place. Adjournment was therefore made until the next regular monthly meeting, which occurs on the first Thursday evening of each month. Secretary Long stated that as the charter for the Inspection Co. had not yet been received, not much actual business could have been transacted any way, so that no serious delay was caused.

Mr. Reist, of the Fulton Cigar Co.., is expected back to-day from a business trip among the company's jobbers.

Considerable advertising and much missionary work is now being done on the Red Devil scrap chewing and smoking tobacco, of the Queen City Tobacco Co., of Cincinnati.

One of the bulk show windows of John McLaughlin & Co., wholesale tobacconists on North Queen street, is this week devoted to an artistic display of Frishmuth Bros. & Co.'s Green Goose tobacco, the sales of which are said to be steadily increasing in this section.

NANINE

A 5 Cent Cigar of Distinctive Quality.

Manufactured by

H. S. HARTMAN, Lancaster, Pa.

Samples Sent to Responsible Houses.

J. M. MITTLEMAN

Dealer in

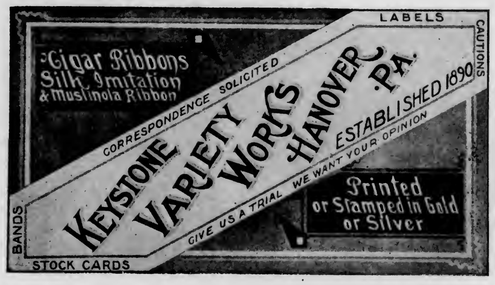
Leaf Tobacco

No. 1619 South Street

PHILADELPHIA

Goods Sold in Any Quantity.

Open Evenings Until Nine o'clock.



A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 — **Marietta, Pa.** — Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar

Distributors Wanted Everywhere

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

W. H. RAAB & SONS.
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

The Gleim Cigar Co. is now making active preparations for the early commencement of business. It is a corporation chartered in this State, and the principal members of the company are John S. Gleim, a veteran cigar manufacturer of this city, with whom are associated his two sons, William S. and E. S. William S. Gleim is practically in charge of the business, and will devote his entire time and energy to the manufacturing department, while the company will be represented on the road by thoroughly experienced salesmen. A building has been secured on Water street, between Chestnut and Orange, and is being equipped with all modern improvements and facilities and has room for a large number of hands.

George Stumpf, of Stumpf & Boas, has just returned from a week's business trip.

A. D. Killheffer, of the Eureka cigar factory at Millersville, is employing a force of fifty-five hands, and has a very steady trade.

John Slater, of John Slater & Co., was at the factory headquarters last week, and has just returned to his home at Washington, Pa.

W. E. Shepp, of the York Leaf Tobacco Co., was a visitor in this market last week.

Walter S. Bare, cigar manufacturer at Lititz, is on an extended Western business trip and may go as far as Minneapolis. He is expected to return in about a fortnight.

Luther M. Case, a Connecticut leaf packer, was through this section last week and while here purchased the 24 horse power Winton touring car from J. F. Usner, the well-known cigar manufacturer at Rothsville. Case is to return as soon as the roads are in a fit condition for automobiling to take lessons from Uncle Jeff, under whose expert directions he is likely to develop into a first-class chauffeur. Mr. Usner will buy a 30 horse power Winton car of the 1905 type.

DELIVERIES CONTINUE IN YORK

But Bad Country Roads Considerably Delay Progress.

York, Pa., March 20.

Deliveries of the new crop continue to be made at different points in this county, and it is estimated that only about one half of the crop has so far been delivered. This work was much retarded during the past week, owing to impassable country roads, which have not been in a worse condition for years.

A local tobacco packer gives it as his opinion that some of the buyers of the 1904 tobacco crop will lose money. He says: "They have paid too much for the tobacco and unless they sell it before next fall they will lose money. It will not pay to hold the packing a year or more. Next spring, tobacco planting in York County will likely be more extensive than it was last spring, as the crop has been profitable to the farmer. All farmers will be planting tobacco, and if the yield is anywhere near the average low prices will prevail again, and the 1904 crop connot be offered in competition against the 1905 crop."

But one York firm, so far as could be ascertained, is packing tobacco of the 1904 crop. This will pack 1000 cases, if it is possible to purchase that quantity of the lead. The firm is Augustus Sonneman & Sons, who pack annually from 500 to 1500 cases. They and a few cigar manufacturers in the county are the only local packers of leaf. The bulk of the tobacco grown in York County is shipped to the Lancaster County warehouses for packing.

R. M. Granat, of Gillen & Granat, who has been on a Western business trip of several weeks, is now in Pittsburg on his way East, and will reach York sometime this week.

Red Lion.

A new cigar box factory is to be started at Red Lion in a few weeks. L. W. Jackson, a cigar manufacturer, will be at its head. Mr. Jackson is also interested in the American Cigar Manufacturing Co., of Red Lion, and it is a portion of their building that will be occupied by the box factory. Alterations are now in progress, and the machinery is being installed.

S. S. Sechrist has purchased from T. E. Brooks and D. A. Horn, all right, title and interest in the Porto Rico Cigar Co., which will be continued under the old name of the Porto Rico Cigar Co. A goodly number of orders are at present in hand, and prospects are excellent.

T. E. Brooks will open a cigar factory as soon as the details can be arranged, and will confine himself exclusively to that business.

D. A. Horn will soon open a leaf tobacco warehouse, and has already received several lots of tobacco recently purchased.

D. C. Kaltreider, who started a factory here last winter, is making good progress and extending his trade.

The Cuba Rica Cigar Co. is occupying a new cigar factory and T. L. Adair occupies the building formerly occupied by the Cuba Rica Co., while M. Kalisch & Co. are in possession of the S. A. Stump building.

A. Fauth & Co. have also secured new premises. The last three mentioned were all burned out by the recent fire. As soon as the weather permits Mr. Adair will begin the erection of a new building on the site of his old one, which is immediately in the rear of his residence.

A. C. Frey reports a steady business at his cigar factory and a good trade in leaf tobacco, of which he is quite a large handler.

Holtzinger & Seitz are making very satisfactory progress with their line of goods.

Thomas F. James, cigar broker, of New York, last week visited several local factories whose lines he is handling.

S. T. Banham, of S. T. Banham & Bros., cigar and tobacco jobbers at Manayunk, Philadelphia and also Norristown, Pa., was a visitor among cigar factories in this section last week, and left orders for a large variety of goods to be delivered during the present year.

Announcement has been made of the engagement of Max Kalisch, of M. Kalisch & Co., cigar manufacturers, to Miss Anne Cohen, of New York. The wedding is to take place on June 11, after which they will make their residence in York.

NEWS OF THE CIGARETTE.

It's Little, but Causing all Kinds of Commotion.

On Friday the Ware bill was signed by the Governor of Pennsylvania making it illegal to sell cigarettes to any person uuder 21 years of age, or to give minors cigarettes or cigarette papers.

The act provides that "if any person or persons shall furnish cigarettes or cigarette paper, by gift, sale or otherwise, to any person or persons under 21 years of age, he or she so offending, shall be guilty of a misdemeanor and, upon conviction, shall be sentenced to pay a fine of not more than $300 or not less than $100."

Dealers generally do not believe that the new law will make any difference, unless, for a short time, it encourages the anti-cigarette societies to obtain evi-

Choice of the Market
10 ¢

5 ¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
LEAF TOBACCO
Shade-Grown SUMATRA, in Bales
We make **SCRAP** Filler, **Ready for Use.**
Phones { York, No. 130. Bell, No. 1873. } 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

dence on which to make a few arrests. This they think will be very temporary.

Madison, Wis., March 17.

A drastic anti cigarette bill passed the Senate today. It had previously been passed by the Assembly. It makes unlawful the sale, gift or importation into Wisconsin of cigarettes or cigarette materials.

The action followed a spirited debate in which the American Tobacco Co. was charged with being the sole objector to the bill, which is similar to the one which is now a law in Indiana.

Milwaukee, Wis., March 18.

The American Tobacco Company will fight the anti cigarette law in Wisconsin and in Indiana. Throughout the proceedings at Madison the tobacco interests had an attorney on the ground, but little activity was shown in opposing the bill, because it is hoped to declare it unconstitutional after it takes effect.

Boston, Mass., March 18.

It was the intention of the leaders of the anti cigarette movement just started in Boston to have a mammoth meeting in Faneuil Hall today, but in order that it may be more complete, the meeting has been postponed a week, so that it will be held on Saturday, March 25. Governor Douglas and Charles Bulkley Hubbell are among those invited to speak. Delegates from all parts of New England will be invited.

(From The London Cigar and Tobacco World.)

An influence making strongly for higher prices in the Turkish tobacco market is the large purchases by Germany. Throughout Germany the pipe and the cigar, which have for years been engaged in the struggle for supremacy, have been forced to retire before the march of the ever conquering cigarette.

PHAROAH DOWN TO DATE.

A New Version of the Situation in the Kentucky Tobacco Fields.

The following unique version of the situation between growers and buyers in the Kentucky tobacco fields, appeared in a daily paper of that State and pretty aptly describes things as they are:

"And the seven years of tobacco plenteousness that was in the land of Kentucky was ended.

"2. And the seven years of dearth began to come according as the Society of Equity had said; and the dearth was in all the lands; but in the land of Kentucky there was tobacco.

"3. And when the land of Liverpool, and all the land of New York was famished, the people cried to the Society of Equity for tobacco, and the Society said unto all the trust people: Go ye unto the Governor of the Black Belt, for the same have we appointed to rule over us; What he saith to you, do.

"4. And the tobacco famine was over all the face of the earth; and all countries came into Kentucky to Governor Equity to buy tobacco.

"5. And when the Trust people saw there was tobacco in Kentucky the Trust said to her agents: Why do ye look one upon another?

"6. Behold! I have heard there is tobacco in Kentucky. Get you down thither, and buy for us from thence.

"7. And the Trust buyers even Edhodgeheimer and Jaybedukesky Gallaherobervitchsky, went down to buy tobacco in Kentucky.

"8. And Equity was governor now over all the Black Belt, which groweth

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK CHICAGO ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
HIGH-GRADE
Domestic CIGARS
Hanover, Pa.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS HUTCHINSON / BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION THERE IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY PADUCAH, KY *Clarksville, Tenn*

M. D. BOALES,
LEAF TOBACCO BROKER
Bible Address, "Boales," U. S. A. Use Arnold's No 5 Tobacco Cipher
Hopkinsville, Ky.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

tobacco in Kentucky, and he it was that sold to all the people of the land; and the Trust buyers came down and bowed down themselves before him with their faces to the earth.

"9 And the Governor saw the buyers, and he knew them, and made himself strange to them, and spake roughly unto them, and he said unto them: Whence come ye? And they said from Yankee land, and Ireland and England, for to buy tobacco.

"11. And the Governor said unto them: Ye are spies, to see the nakedness of the land you are come. And they said unto him: Nay, my lord, but to buy tobacco are thy servants come.

"11. Then the Governor spake roughly to them, commanding: Fetch hither your Wallets, that your words may be proved, whether there be any truth in you. Where be the Simoleons?

"12. And it came to pass as every man emptied his Wallet, every man's bundle of money was in his Wallet.

"13. Which, when the Governor saw the bundles of money and that there was a sufficiency thereof he was exceedingly glad. And he turned aside and said: Behold! now will I despoil the despoiler. And he returned to them again and saith:

"14. Aforetime Ye came to Kentucky for to buy tobacco: And ye did wickedly combine to take the farmer by the scruff of his neck and the slack of his breeches and despoiled of his tobacco; giving him therefor three Simoleons per hundred. Now, therefore, shall ye pay ten Simoleons per hundred. So much shalt thou pay for Equity.

"15. And he spake roughly to them. Then they were sore afraid, and said one to another: Behold! the Governor is on to us, Yea, he knoweth our vain tricks.

"16. And they returned and said, Thy servants perceive they are right up against it, wherefore take, we pray thee, all of a sufficiency and roll out the tobacco.

"17. Then the Governor opened all the store houses and sold unto the independent buyers also, Yea, even unto Arthurjarvisky, and to Jonandtomhodgeheimer and Nosworthyoberlinsky. But from these he exacted in Equity only eight Simoleons per hundred; but from the trust buyers he taketh ten Simoleons per hundred in Equity.

"19. And the people said: Behold how good is Cohesive Organization, Selah!"

Leaf Tobacco Markets.

EDGERTON, WIS.

The buying movement is under a good deal of momentum in all the tobacco sections of the State where buyers are riding extensively, and the aggregate purchases amount to a good many thousand acres for the week. The activity at present displayed would seem to indicate a general cleaning up of the crop, even at the ruling prices, which are lower than heretofore paid. That considerable is being moved around six cents is evident.

Sales coming to notice showing the trend of prices are:

Larson Bros., 17a at 7 and 2c
T. O. Mandt, 15a at 7 and 2c
J. A. Quale, 12a at 7 and 2c
H. Teixet, 5a at 8 and 2c asst
O. Otteson, 10a at 6½ and 2c
E. A. Wright, 11a and 6 and 2c
J M. Bailey, 7a at 8 and 2c
Ole Moe, 8a at 7 and 2c
John Crowley, 3½a at 7½ and 2c
A. A. Watson, 3a at 6¾ and 2c
Carl Keil, 15a at 6c
A. Halverson, 3a at 7 and 2c
J. K. Daley, 6a at 6 and 2c
Felland Bros., 100cs '01 at 10½c
O. C. Moen, 65cs '01 at 10c

Old leaf in country hands is still being sought for and the lifting process is all the time reducing the unsold remnants. Packers are receiving a fair demand for cased leaf and liberal sales are reported. Large quantities of the crop are being delivered at receiving points and in some localities the railway facilities have been

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

Vertical Top Solid and Durable
We Furnish BEST GRADE CIGAR MOLD.
Our Prices are the Lowest
Sample Sections Free.
THE AMERICAN CIGAR MOLD CO.,
1935--1937 Western Avenue, Cincinnati, Ohio

W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader:
WEALTH PRODUCER. Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

H. S. SOUDER
Special Designs Engraving Embossing
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty Metal Printed Labels

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
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Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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Seed & Havana Cigars

For Jobbing Trade only
Ephrata, Pa

FACTORIES:—One at Ephrata, two at Hahnstown, one at Martindale, two at Terre Hill, one at Fritztown.

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CUBAN STOGIES
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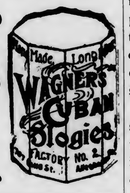
Factory No. 2. 707 Ohio St., Allegheny, Pa.



C. A. Rost & Co.
Wholesale Dealers in
All Grades of
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A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
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Its efforts are now strongly made to secure a full and uniform reduction of the planting of this year, and full meetings are held regularly all over the district.

For old tobacco we quote:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
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Good Lugs	4.25	to	4.75
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Business Changes, Fires, Etc.

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Oceanside—Mrs S E McCrary, cigars, sold to Oscar Anderson

Oakland—B Abbott, cigars and tobacco bill of sale, $1,360

Connecticut

New Haven—Chas B Wirtz, cigars, quit claim

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Washington—J Mackessy, retail cigars, etc, sold out to L Geager & Co

Illinois

Marshall—Ernest Walker, tobacco, sold out

Peru—Walther & Hunt, cigar manufacturers, succeeded by Wm Walther

Kansas

Wichita—Casel Mercantile Co, wholesale cigars, J G Casey, manager, dead

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Virginia

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Washington

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Wisconsin

Milwaukee—C B Henschel Mfg Co, cigar boxes, increased capital to $150,000

—The Bluegrass Tobacco Co., of Fayetteville, Ky., has been incorporated, with a capital of $150,000.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
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PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.
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Our Leading Chewing and Smoking Brands:
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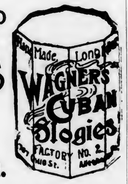

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PERIQUE

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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

We're willing— are you?

¶ We're ready to talk BIG and FAST about NATIONAL CIGAR TOOLS—if you're in a PROVING mood.

¶ We'll send you anything that we make "on suspicion"—if it isn't better than YOUR kind—back to the glimmering rails.

¶ You can't find a better Cutter than the NATIONAL, because it never gets dull of edge, weak in the spring, and loose in the handle.

¶ You can buy Cigar Boards almost anywhere, but not as good as the NATIONAL. Hard as steel, rigid as rock, smooth as glass, and STAYS that way.

¶ There are all kinds of Knives and Blades—the good and the fairly good, the bad and awful bad—but you don't take chances when you order NATIONAL.

¶ The most astonishing part is the PRICE and our open-faced method of marketing.

¶ You can afford to find out about this if you have any interest in producing good cigars.

¶ The way to be SURE is to return this coupon and get our Special Proposition.

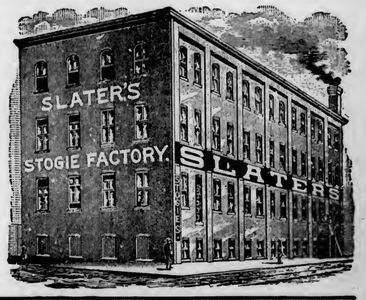
CUT THIS OFF AND MAIL IT.
NATIONAL SELLING CO., ALLENTOWN, PA.
Give me prices and particulars, and send your complete catalogue.
NAME.....
ADDRESS.....
State whether you are a dealer, cigar maker or user.

NATIONAL SELLING CO.
ALLENTOWN, PA.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address—
S. Omicron & Co.,
430 Walnut St.,
Philadelphia
Bell Phone

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER **STOGIES**
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



E. ROSENWALD & BRO.

THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXV., No. 13.

PHILADELPHIA and NEW YORK, MARCH 29, 1905.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents

1903 Crop
FLORIDA SUMATRA WRAPPERS
All Grades and Sizes.
Light, Medium and Dark Colors.
Excellent Quality.
Lowest Prices.
Schroeder & Arguimbau
No. 178 Water Street
NEW YORK

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

—THE TOBACCO WORLD—

SMOKE VETTERLEIN BRO'S' SABOROSO PHILADELPHIA CIGARS
PHILADELPHIA BOSTON

EISENLOHR'S Cinco Philadelphia CIGARS

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

"Clean as the Food You Eat" Vesper Cigar 5

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKERBY, 5c.

That frosty look when the retailer shoves out the ordinary five cent cigar! Discouraging, isn't it? Our RUGBY is a cure for such troubles.

STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

ALLEN'S NAPOLEON 5¢ CIGAR

Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4886-A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

WHITE KNIGHT

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

F. H. POWELL'S LA FLOR DE Oxus CIGARS CELEBRATED 5¢ PHILADELPHIA CAMDEN

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

FROM PLANT BED TO MARKET.

J. N. Harper Gives an Interesting Talk on this Subject

The following interesting points on "Toba co from Plant Bed to Market" were given by J. N. Harper, of the State Experiment Station at Lexington, Ky., at the recent Daviess County Farmers' Inst tute in Owensboro:

"The plants in the bed should be fed, that is fertilized, but they should not be overfed. In the ashes of the burned bed there is much of the nitrate of soda; sometimes there is too much. This should be raked off. Sometimes over-fee ling will cause the plants to 'french.' A fertilizer may be sprinkled on the beds when sowing, or just after.

"In preparing the beds I plow as early as possible six inches deep. Sometimes it is well to skim the top and plow deeper, subsoiling. We put out our tobacco as early as possible, about June 1. All our experiments have been to produce the best leaf. The most desired is the thin cigarette wrapper. I believe the farmers in this district could get much better results in their tobacco if they would fertil ize more and plant closer. The better way is to fertilize in the hills. We had small cups made like pepper boxes, with the perforations larger, and had boys to shake the fertilizer in the hills.

"We are always very careful in setting out tobacco. 'Frenching' is often due to bad setting. In the bed it is often due to an insect or defective root. I don't think it is due to heredity in the plant. I have saved seed successively from two crops of the 'frenched' tobacco, but did not find that it produced any great portion of 'french' tobacco."

RICHMOND CHEROOT PLANT.

Operations Have Been Begun and Hand Made Goods are Turned Out.

Richmond, Va., March 23.

The Gordon Cheroot Company is the latest enterprise to begin operations in this city. The plant is located at Fif teenth and Main streets, and there are about 20 people employed in the place, exclusive of the managers and owners.

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C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
——THE TOBACCO WORLD——

SMOKE
VETTEPLEIN BROS.
SABOROSO
PHILADELPHIA
PHILADELPHIA
BOSTON

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

That frosty look when the retailer shoves out the ordinary five cent ciga ! Discouraging, isn't it? Our RUGBY is a cure for such troubles.

STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

EISENLOHR'S Cinco CIGARS
Philadelphia

Clean as the Food You Eat
Vesper CIGAR 5

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKLEBY, 5c.

NAPOLEON 5¢
Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

WHITE KNIGHT
CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
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F. H. POWELL'S LA FLOR DE Oxus CELEBRATED 5¢
PHILADELPHIA CIGARS CAMDEN

E. A. CALVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

FROM PLANT BED TO MARKET.

J. N. Harper Gives an Interesting Talk on this Subject

The following interesting points on "Toba co from Plant Bed to Market" were given by J. N. Harper, of the State Experiment Station at Lexington, Ky., at the recent Daviess County Farmers' Institute in Owensboro:

"The plants in the bed should be fed, that is fertilized, but they should not be overfed. In the ashes of the burned bed there is much of the nitrate of soda; sometimes there is too much. This should be raked off. Sometimes overfeeding will cause the plants to 'frenchy.' A fertilizer may be sprinkled on the beds when sowing, or just after.

"In preparing the beds I plow as early as possible six inches deep. Sometimes it is well to skim the top and plow deeper, subsoiling. We put out our tobacco as early as possible. about June 1. All our experiments have been to produce the best leaf. The most desired is the thin cigarette wrapper. I believe the farmers in this district could get much better results in their tobacco if they would fertilize more and plant closer. The better way is to fertilize in the hills. We had small cups made like pepper boxes, with the perforations larger, and had boys to shake the fertilizer in the hills.

"We are always very careful in setting out tobacco. 'Frenching' is often due to bad setting. In the bed it is often due to an insect or defective root. I don't think it is due to heredity in the plant. I have saved seed successively from two crops of the 'frenched' tobacco, but did not find that it produced any great portion of 'french' tobacco."

RICHMOND CHEROOT PLANT.

Operations Have Been Begun and Hand Made Goods are Turned Out.

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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. D&T SELECTED VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana Y&N
21 N. THIRD ST., PHILADELPHIA Packers of Seed Leaf.

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Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE

5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

RETAIL TAX IS WHAT WE WANT.

Boys, it seems to me that the retail end of the cigar and tobacco business has reached a pass where something ought to be done, and done quick. Otherwise, if things go on at the present rate of progress, the average retailer will have to take in washing to help him out on his meal ticket.

It certainly looks as if the time has come, if it is ever possible for it to come, for the imposition of an annual tax on the cigar and tobacco retailer. The proposition has been brought up in many places and in numerous instances, but so far, it has never gotten beyond talk. Naturally there is considerable opposition among the smallest retailers, and from those who are really outside the trade, but who have a cigar department in a small way. I understand that a good many manufacturers also, would be opposed to such a tax, but I think that in such cases, strictly in the trade, the opposition is a result of a misunderstanding of the effect the tax would have.

Every year, now, seems to bring along a bunch of new laws which make it harder to run a retail cigar store, and the fool cigarette laws that will make this year memorable, are typical. Step by step the business is getting more hedged about by obstacles than is the liquor saloon business.

The man who owns a saloon is under the ban of a license that carries with it a special tax. In return for his tax money he has the benefit of the restriction of competition which it provides as a natural and inevitable result.

A saloon proprietor in Philadelphia pays $1,000 for his license. The mere fact that he does pay it proves that he can afford to. In a way, he is glad to pay it, for he has no fear that every Tom, Dick and Harry who can get hold of a keg of beer, will start a rival thirst parlor a few feet away.

In short, the liquor business, in a certain sense, is under a ban and has to pay for that fact, but at the same time receives a distinct and valuable return for the outlay. The cigar dealer is getting to be treated as if he were under a ban, from which he experiences all the disadvantages and none of the benefits.

I tell you it would be a wonderfully advantageous move for the retail cigar and tobacco dealer if the government were to pass a law providing a license system for dealers in this branch of the trade, to cost about $50 a year, and revokable if the dealer proved unfit to hold it, just as in the case of a saloon keeper.

It would knock out all these butters in who are selling out of two or three boxes, so that the business would be divided legitimately; and what's more it would render unnecessary all the feeble, abortive, impractical, feminine, laughable, and at the same time bothersome laws that the "reformers" frame up with the tiniest grain of knowledge of actual conditions.

It would result beneficially to manufacturers instead of otherwise, for it would legitimize business and make collections easier and surer without decreasing consumption.

The dealer who declares that he could not pay $50 a year for the privilege of conducting his store has not thought it all out. If he is doing much of a business, let him count up his present mercantile tax for a year and subtract it from the $50—if he can. Then let him strike an average of difference made by dividing the amount of trade choked out by the new tax, by the number of dealers who remain in business, and while I admit that such an operation would be extremely theoretical, it would quickly be perceived that there would be a decided difference by which the dealer would materially benefit.

Just to demonstrate what a fierce proposition it is now-a-days for the man who is trying to make an honest living out of a cigar store, and nothing but a cigar store, let us suppose the following case, which is in no way impossible:

A man leaves his house in the morning. Maybe he feels a little rocky. Such things are likely to happen, so him for the drug store. He gets a bromo, but in order to sort of square it, he stops at the cigar case and purchases. He may be a married man, and it is not unlikely that he has to leave an order at the grocery. The grocery has a cigar department, and the clerk calls his attention to a particularly new and very superior brand that he's just got in. Another purchase.

But he may not be a married man or

(Concluded on page 7)

Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia
Hollard's

F. V. ESHLEMAN,
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HAVANA CIGARS
A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

"IF I had my time to go over again," said an old cigarist recently, "I would make it apoint to get nearer my clerks. I don't mean by that I would tell them all my affairs, or get garrulous in any way, but I would watch a clerk until I made up my mind I could trust him, and then I would have little talks with him.

"I'd tell him enough about my business to give him a sense of responsibility, and make him feel that he was part of the business and not just a day laborer. A clerk I couldn't follow that plan with, I wouldn't keep in my store. I know my pay roll would be larger, but so would my returns be."

This man has the right idea of it, and one which all the big successful stores are coming to have. The day of the clerk, who is either a dirty boy, or a cheap sport, is passing, and dealers are recognizing the necessity now of having gentlemen back of the counter who use their head as well as their hands.

It used to be that a man would spend a lot of money on the furnishings of his store and put the cheapest sort of clerks in, men who wouldn't even do at the ribbon counter, who couldn't begin to tend bar even. The idea was simply to get somebody to wait on the customers, and that is precisely what that class of employes did. Outside of an occasional clerk who forged to the front in spite of his discouraging handicap, the average clerk some years ago was little more than an automation.

Now in the big stores you will see a bright snappy lot of men who know their business, and who are getting ready to own a store themselves some day. The average tobacco smoker appreciates alertness and intelligence when he is buying his cigars, more than is the case in a dozen and more other kinds of stores, and a set of clerks that embody these qualities is the best equipment a store can have.

But above all, when you are engaging a clerk, and trying to get one which will answer this description, don't go to the wrong extreme and get one who is too much of a gentleman to be a clerk. He will cause you more loss than the dirtiest, shock headedest boy that ever was.

A certain store in Philadelphia took on a man of this sort some time ago, and the result was deplorable. The clerk in question had been well brought up with pretty good expectations. He did come into some money, but not as much as he expected, and he proceeded to blow it as fast as he could. Incidentally, he married a woman who had been brought up in the same manner.

When the money was gone it was a case of work for the fellow. Naturally he didn't welcome it, and he tried to apply what little had clung to him during his college years. He secured two or three really good positions through friends, and though they paid quite as much if not more than the average job of the same sort, the money looked very small to this fellow, and he left one after another.

Lately he got in pretty hard case and had to have something quick. A friend spoke to the proprietor of the cigar store in question, and as he had a vacancy, he agreed.

"Give him a fair salary," suggested the friend, "and though he hasn't had any experience in clerking, I think it'll pay you. The man's got a lot of good clothes and he looks like the real thing. He'll be an ornament to your store."

"All right," said the dealer, "send him along."

So the man went to work, and he looked much more like a swell customer than a clerk, and he acted much the same way. It irked him like everything to be cooped up in such a place, obliged to be at the beck and call of every man who had five cents to spend, and to take what he considered insults and all for a weekly sum which formerly wouldn't have kept him in cabs.

As a consequence, in about two weeks, every old customer avoided this particular clerk whenever it was possibie, and when it wasn't hastily bought what they had to have and ducked. The other clerks nicknamed him "languid Gus" and it was an actual fact that he was losing the store more trade every week than his pay amounted to.

The proprietor began to realize how things were, and finally spoke the man in a very decent way. The latter gave him a well bred stare for a moment and then said:

"Why, really, I give the Indians just what they ask for."

The dealer saw the case was hopeless, and after putting up with him for two weeks longer for the sake of the mutual friend, gave him the gentle good by.

So, in your search after the ideal clerk don't travel beyond your destination.

• • •

BE FORGETFUL OF SELF.

THE CLERK who will be successful in his chosen business, is the one who is able to forget himself while he is back of the counter and remember only that he is in the store to satisfy the needs of the customers whoever they may be or whatever they may want.

The clerk who is conscious of himself all the time, is thinking of his last night's fun, or his date for the coming evening, or who glances in the mirror every five minutes to see if his locks are still smooth, or who gives a hitch to his tie every little while, is going to stay exactly where he is, not moving forward an inch, until perhaps someone kicks him out.

If the clerk has no respect for himself as a clerk, he will never succeed and has no business to be in the business; but self-respect is not shown in that way. It is taken for granted that every clerk who is worth anything has ambition, and if he exercises his ambition by throwing himself heart and soul into his business to the extent of forgetting himself entirely, he is doing simply what every business man does. In fact a man's business ought to be himself, at least during business hours, and he ought to have no identity separate from it.

The clerk is a business man, and hopes to be more of a one someday so he had better regulate his life along business methods. Don't by any means be an automaton, but remember that your sole excuse is to sell goods or give the customer a reason for returning to the store. You are NOT behind the counter simply to occupy the hours until quitting time comes.

It doesn't make the slightest difference to the work of a good clerk what his wages may be, while he is working for them. He may know they are too small and may decide to quit, but until he has walked out of the store, he will pay just as careful attention to business as if he were getting a president's salary. That is self respect. The man's sense of pride in his own ability will not allow him to shirk under any conditions.

And when any clerk has reached that point he is on the right road, and on the road to prosperity.

• • •

TIPS FOR THE CLERK.

A CLERK must never let a customer wait while he puts an article back in the show case. The boxes will do no harm on the counter for a minute. The customer is not interested in the tidying up and does not want to have to loiter around until you get through everything else. The sooner he gets what he wants and leaves, in most cases, the better he is satisfied.

It is just as important that the salesman in a retail store should have a thorough knowledge of the goods he is selling as it is for the traveling salesman who goes out with a line from the manufacturer. He should carefully study his stock, and study prices, wholesale and retail. He should simply fill himself as full of information as he can, and he will find that it will always be valuable to him, something that will greatly increase his value.

It will pay him even, to know a lot about the manufacture of cigars, for he can not tell how soon or at what time he might need such knowledge. The man who soaks up his own business until he is a walking encyclopedia, is always much more valuable to his employer and himself than the man who doesn't.

For one thing his work becomes interesting to him and it is a pleasure to talk to customers. Don't be bombastic or seek to tell all you know at every opportunity, as an opposite effect will be produced. Salesmanship or clerkship can be made a profession and secure the same degree of respect as is accorded to any other profession.

DON'T CHEW THE RAG.

DON'T ARGUE.

Don't argue among yourselves or with customers. If the customer starts an argument, answer his question in a pleasant way but don't carry along the discussion. It always takes two to make an argument.

You may know ten times more about the subject than the customer, or you may think you do, but the chances are nine to one, that if you win out in the discussion you will miff the customer and perhaps lose him.

No matter how often a man says "Well when I'm wrong I want to be told of it," it isn't the truth. No man likes to be put down in an argument. He may like to find out that he is wrong, but he would prefer to find out at some other time. That is the reason lots of men will stubbornly continue their side of an argument after they become morally convinced that they are wrong, simply in order to brazen it out.

And it is nearly as bad to argue among yourselves while customers are in the store. Don't even talk among yourselves on extraneous matters at such a time. And whatever you do don't whisper among yourselves when anyone is being waited upon. It gives a customer an annoying idea that he is being talked about.

If you must chatter, wait until no one else is in the store.

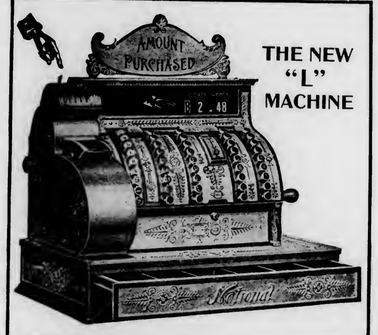
Some clerks will read this and sneer that the writer ought to be running heaven. Not at all. Such things as this make the difference between a first class store and a second rate one. You can use your own judgment as to which you would rather be in. If you are worth enough to bring business to your store such questions will solve themselves, for you will be too busy to think of such things.

Bear in mind that the store is neither a nursery or a play room but just as much of a business place as the office of the President of the Standard Oil Company.

Another thing: Devote yourself to doing things with the least number of motions. This is to save yourself work, but also to get the things done in the quickest possible time, or rather the other way around. When you get proficient in this respect you can have a number of customers waiting their turn and none of them will get impatient. When a customer, in a hurry or not, sees that a man is doing his best, and a pretty good best at that, he never makes a kick. And if, along with this, you are very careful to serve each customer in the turn in which he entered the store, playing no favorites, you will find things will go very nicely.

The American public long ago formed itself in line, and there is no being, so unpopular as the man who tries to push his way ahead of his turn on account of imagined importance.

The Latest Cash Register



THE NEW "L" MACHINE

A MONEY AND LABOR SAVER

A CASH REGISTER that not only records all Cash Sales, Credit Sales, Money Received on Account, Money Paid Out or Money Changed, but in addition issues a check which shows the total amount of the sale made, the clerk who made the sale, and prints in red a separate amount showing a sale has been made of a certain line of goods.

This cash register enables you to keep an absolute and accurate record of any particular line of goods, as you are able to compare the sale of one brand of goods with another, as to which pays you the most money.

A National Cash Register

Saves money and pays for itself out of the money it saves.

Let one of our representatives explain how this system is carried out.

CUT OFF HERE AND MAIL TO US TODAY

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

I own a_____store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

_____ Name

_____ Address

_____ No. Clerks

Please Mention The Tobacco World

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

have any home of his own. He may have to go to a restaurant. A little breakfast on top of the bromo, and when he comes to pay his check he finds the cashier surrounded by tempting cigar boxes full of every brand that he'd ever liked. Another purchase.

This man that we are leading around doesn't shave himself. So we will pass on to the barber shop with him. Zip! Presto! He is shaved and in front of another cashier, who, like the rest of his kind, is bounded on the north, east, south and west by cigar boxes. Or the barber may have a whole darn showcase full of 'em. Another purchase.

Alas! Our man's shoes need to be blacked. Where will he get them blacked? Oh! here is a place. Biz-z zzz! How nice his shoes look now. Come along man. Why, what is he doing? If he isn't making another purchase! See, the bootblack has some nice cigars.

What will we do with the man, now? He wants a morning paper. Here is a news stand. There is your paper, man. No, you don't want any more cigars. Yes, the news man has them, but you have got enough, now.

Come along, just a little further, man. Here you are. Here's your office. Good-by! Stay, though! What is this nice looking store next door to the office? What, a cigar store? You don't say! And does the cigar store man sell nothing but cigars and cigarettes and such things for a living? He does? You don't say! How thin the poor cigar man looks!

THE OLD SALESMAN.

IF FIRST YOU DON'T SUCCEED

Keep on Trying, Provided You are Sufficiently Hopeful.

Cincinnati, O., March 25.

Announcement has been made that there will be another effort next summer to corner the growing tobacco crop, under the auspices of the Burley Tobacco Growers' Company and that the details of securing the loan would be undertaken with more care than in the last deal, which was broken through tobacco trust influences.

The farmers of every county in the Burley tobacco belt have held meetings during the past few days and have again promised to pledge their tobacco to the growers' company.

In return for this co-operation money is being advanced them by capitalists upon their present crops, which are being marketed very slowly, upon the suggestion of Archibald Stuart, of this city.

The tobacco situation is a somewhat trying one to the combine, as the farmers have taken advantage of the lateness of the season at which their tobacco was released and the shortness of the market supply to demand better prices, which they are securing.

Every merchant knows, and if he doesn't know he is not a successful merchant, that the more he advertises, within reasonable bounds, the more business he is likely to do, and the more money he is likely to make. Better spend a good deal of money in proper advertising and sell goods, than a few dollars and stagnate.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. IMPORTERS SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

IMPORTER OF
S. Weinberg, Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

American Buyers Flocking to Havana Market.

They Evidently Believe What Stocks are Left Can Be Picked Up at Bargain Prices, But This is So Only With Classes of Tobacco Which Deteriorate With Age.

[Special Correspondence of The Tobacco World.]

HAVANA, March 20, 1905.

The cry is "still they come," which in this instance, however, does not refer to the swarm of tourists which has visited Havana, greatly in excess of any previous year, but to the American buyers of leaf tobacco, who have flocked here either because there must be a scarcity of tobacco in the United States, or perhaps they thought no other buyers would be here and they would be able to pick up what stocks are left at bargain figures.

The latter view is erroneous, because while there are still enough goods on hand to supply the newcomers, prices have not gone down for any vegas of merit. The holders, knowing the situation thoroughly, prefer to keep their goods rather than to let them go at any concession, and this naturally restricts the number of transactions.

On the other hand, there are certain growths and classes of tobacco which will not improve with age, and these the owners are willing to let go, meeting the buyers in their views.

As regards the new crop, it is now said that owing to the rains in the Santa Clara province, there may be a chance of making another cutting of capaduras, so the number of bales may perhaps be a trifle larger, provided the rainy season does not set in too early to destroy the present hopes.

As far as Vuelta Abajo and Partido are concerned, it is too late now to increase the quantity of the crop. The few days of rain have enabled some farmers to take down the dried tobacco rom the poles, making it into bundles and to throw the latter into piles, so if the weather should prove favorable, the escojidas may start up some time in April.

Sales

last week are reported as 3,434 bales in all, or 2,581 bales of Vuelta Abajo, 230 of Partido and 623 of Remedios. The American buyers are credited with 2,255 bales, and the local factories with 1,199.

Exports during the past week were 4,929 bales, all to the United States, excepting 484 bales which had been previously purchased and were shipped per steamer La Normandie to the French Regie.

Buyers Come and Go.

Arrivals:—S. S. Swartz, of Loeb-Creagh Havana Co., and Leopold Loeb, of Loeb-Nunez Havana Co., Philadelphia; S. L. Johns, Johns-Brasch Cigar Co., McSherrystown, Pa.; D. Nussbaum, of Nussbaum & Bower, Wm. Baeder, of Wm. Baeder, Lewis Cantor, of L. Friedman & Co., and George Wyatt, of E. A. Kline & Co., New York; M. & H. Davis, of Davis Bros., Cincinnati; George Mitchelson, of G. W. Mitchelson & Co., St. Paul.

Returned:—Don Gustavo Bock, director of the Havana Tobacco Co., Havana.

Departures:—E. J. Stachelberg, for Tampa; Ben Rothschild, for Chicago; B. J. Krausman, and H. Mooyer, for New York; S. S. Swartz, for Philadelphia; Eugene L. Kohlberg, for San Francisco; H. Esberg, for Key West.

Havana Cigar Manufacturers

report very little change in the previously noted conditions. Orders are arriving in small quantities with regularity from nearly all the consuming countries, but the smaller factories are still complaining that business is not what they expected it to be at this season of the year.

Statistics, however, show that during the first two months of this year there has been an increase of about 9 per cent in the exports to all countries as compared with the year 1904; therefore, matters are not as bad as pessimistic manufacturers are apt to proclaim.

H. Upmann & Co. are doing a fair business, having received some good orders from the United States, Great Britain, South America and France, which may necessitate their seating more cigarmakers. Their shipments last week ran up to 475,000 cigars.

Cifuentes, Fernandez & Co. have noted no falling off in the demand for their Partagas brand since the beginning of this year, and they still turn out on an average 45,000 cigars daily. Maquila (Don Jose Fernandez), who went to the Vuelta Abajo to inspect their recent purchases of the new crop, is highly pleased with the new tobacco, and is sure that the fame of the Partagas factory cigars will be fully maintained during this and the coming year, even if in order to do so they had to pay very high figures for the leaf.

Por Larranaga has made some good progress in the United States, since Don Antonio J. Rivero has been installed as the manager and Barron Taylor the sole agent for the United States. While Por Larranaga is one of the oldest factories,

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cab'e: "Cuetara" HAVANA, CUBA.

E. A. CÁLVES & Co. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA — FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Consulado 91, HAVANA.

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." **Habana.**

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 HABANA

JOAQUIN HEDESA

Successor to MARTINEZ, HEDESA & CO.

Packer and Exporter of Leaf Tobacco

83a Amistad St., Habana, Cuba.

Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

S. Jorge — Y. P. Castaneda

JORGE & P. CASTAÑEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, HAVANA

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONELEVA. ***Habana***

Bruno Diaz — R. Rodriguez

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER. **Habana, Cuba.**

JOSÉ MENENDEZ,

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26. **Habana, Cuba.**

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de

Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270.

Cable: ZALEZGON. **Habana.**

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS

P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO

GROWER, PACKER AND DEALER IN

Vuelta Abajo, Partido and Remedios

Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.

Dealers in Leaf Tobacco.

and COMMISSION MERCHANTS,

Monte 156, Cable—"CALBA." *HABANA, CUBA.*

Established 1834

POR LARRAÑAGA

Trade Mark Registered

Independent Vuelta Abajo Factory

Por Larrañaga Cigar Manufactory

ANTONIA LOPEZ CUERVO, Proprietress

ANTONIO J. RIVERO, Manager

2 Belascoain (B), HAVANA, CUBA

Cable Address: Por Laranaga, Havana

Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

and has always preserved its reputation as a prime cigar in every respect in Europe and South America, the United States market had been neglected. Now, thanks to the wide awake and up to date methods of Don Antonio J. Rivero it is almost a foregone conclusion that Por Larranaga will be as popular as any imported cigar in the North American Republic.

Ramon Allones keeps up its accustomed activity, and Rabell, Costa Vales & Co. have no lack of orders from all quarters of the globe.

Behrens & Co. are working steadily in their Sol factory, having enough orders on hand to keep all their hands busy.

J. F. Rocha & Co. experience a fair demand for Nene and Jefferson from the United States, while the Crepusculo factory is working actively for the English market and South America.

Exports per steamer Mexico were 3,328,717 cigars.

Buying, Selling and Other Notes of Interest.

Ben Rothschild was a liberal buyer, making purchases of from 600 to 700 bales of high class Vuelta Abajo, and Remedios tobacco.

G. Salomon y Hnos were the heaviest sellers the past week, delivering 700 bales of Vuelta Abajo, Partido and Remedios to local and American buyers.

B. J. Krausman besides his previous purchases for Havemeyer & Vigelius, secured 300 bales additionally of very fine Vuelta Abajo?

Jose F. Rocha disposed of 400 bales of Vuelta Abajo.

Robert E. Lane was fortunate in acquiring some of the high class Vuelta Abajo, lowland leaf, from the Partagas factory, about 225 bales, and with such a supply of leaf the firm of Cifuentes & Co., is bound to make cigars that will equal the imported Havana cigars as the secret of producing a high class aromatic smoke depends more or less chiefly upon the raw leaf which is employed.

A. Pazos & Co. have been busy people, buying in the country at the right prices and thus finding no trouble in disposing of 400 bales of Vuelta Abajo to various customers.

S. S. Swartz has been actively canvassing the market in company with John Creagh, and purchased some 500 bales of good, serviceable leaf for the Loeb-Creagh Havana Co.

B. Diaz & Co. turned over 330 bales of Vuelta Abajo and Partido.

D. Nussbaum posted himself thoroughly in looking over the various lots still to be had, and after purchasing some very fine Vuelta Abajo, lowland leaf, has gone to the country to have a look at the new crop.

Loeb Nunez Havana Co. sold 323 bales of Vuelta Abajo and Remedios.

M Garcia Pulido made some transactions footing up 320 bales of Vuelta Abajo.

Sobrinos de A. Gonzalez are busy making a big shipment for the Spanish Regie by the Spanish mail steamer leaving on the 20th inst. They closed out 300 bales of Vuelta Abajo last week.

Rodriguez, Bautista & Co. disposed of 146 bales of Vuelta Abajo.

Jose Menendez was a seller of 125 bales of Vuelta Abajo.

Receipts From the Country.

	Week Ending Mar. 18. Bales	Since Jan. 1. Bales
Vuelta Abajo	356	8,197
Semi Vuelta	98	746
Partido	96	1,459
Matanzas	—	5
S. Clara & Remedios	42	8,496
Santiago de Cuba	—	4,633
Total	592	23,536

WILL HOLD WHITE BURLEY FOR PRICE.

Ripley, O., March 28.

White burley raisers in Brown County met last week and decided not to force their crops on the market now, but instead to hang them in their barns when stripping is finished, and to place them in bulk in "keeping order" thus enabling them to sell whenever prices suit. A fund was provided to meet the immediate money demands of tenants

STARTED AS A JOKE

Was the Cigarette Law, but Legislators Couldn't Stand for Bribery.

Cincinnati, O., March 28.

State Senator S. K. Ruick, of Indiana, while in this city last week said that the anti-cigarette law recently passed by the Indiana Legislature originated as a joke, but after the expose of the effort to bribe Representative Annanias Baker to vote against it, other members feared if they voted "no," people would think they had been bribed so the bill passed. It prohibits anyone having cigarettes in his possession.

Advertise goods, not the men who sell them. If one half the space is used for the firm's name, nine-tenths of that half is wasted. Spasmodic advertising is as silly as spasmodic eating. To expect a single advertisement to pay is as foolish as to hope to grow fat from the effect of one dinner. Persistent advertising is absolutely necessary to success. The substance of a year's advertising cannot be done up in a ball and fired at a single load.

J. F. ROCHA & CO.

Manufacturers of the Celebrated Brands S. en C.

"Crepusculo," "Nene" and "Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. **Calzada de la Reina 22, Habana, Cuba**

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." ***Habana, Cuba.***

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.

Leaf Tobacco Warehouse,

MONTE 199,

Cable: ANDAMIRA. **HABANA, CUBA.**

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of **LEAF TOBACCO**

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

UNITED CIGAR Manufacturers

BRANCHES:

Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

WANTED!!

Distributors for the Celebrated

GOOD POINTS, HAPPY PHIL and JUAN BAZAN

Combination Filler CIGARS

Samples and Prices Cheerfully Furnished.

BLOCHINGER & CO.

Sole Owners and Manufacturers

The Smokers' Favorite Brands. RED LION, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frasch.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

H. SCHOENER. CABLE ADDRESS "TACHUELA"
H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET.
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
53 MAIDEN LANE
NEW YORK.
Bernheim Bros. Havana, Cuba.

Importers of Sumatra Tobacco
Cable Address "HERE."
Joseph Hirsch & Son
A. I. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, March 27, 1905.

The weather wasn't so uniformly good last week that retailers were singing pæans of joy for the opening of the spring rush, but there was still enough improvement felt to make the dealers grateful for what is evidently soon to come. The box trade has picked up and that is an infallible sign of a substantial improvement.

The United Cigar Stores Company continues to do a very large business in this town, and judging by its actions, it is evident the company believes it can do a lot more. The policy seems to be a good deal on the "make or break" order, but at the same time, the past has proved that the chain store people have never taken a location without looking considerably ahead. The new branches of the company at 175, 196 Broadway, and at the corner of Liberty and Church streets are now running full tilt and the clerks seem to be kept pretty busy all through the business day. The company has made it a point to attract notice to their new stores by giving a premium on purchases made the first day, and the fact that by expending $5 in smoking, a customer could get a Tabard Inn Library membership, or for $25 in smokes, a $5 hat, all "for nothing" brought customers in droves.

This seems to have been the secret of the success of this company, simply playing on the desire of most men to feel that they are getting a little more than the worth of their money. A number of other new stores will be opened up very shortly and a similar plan will be followed in their case.

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With the manufacturers, or at least a good portion of them, the bulk of the business continues to be done in the West, although the New England and Southern business is fair. Most of the factories are being kept busy on spring orders, and if the weather settles within the next few days these will be greatly increased. A number of manufacturers are commencing an aggressive campaign on their best brands and in such cases the goods seem to move pretty freely. No one is doing exactly a land office business, but there is very little real complaint.

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The leaf market recorded nothing of special interest during the week, except, perhaps, the tendency toward Florida Sumatra, which was a natural result of the extremely stiff prices at the Amsterdam inscriptions. There were a number of transactions during the week in most grades of leaf, but trading could not be said to have been brisk, and the market was hindered quite a little by the feeling of uncertainty which the dealers have, owing to the prospect that prices will continue to advance on the new crops.

So far as can be seen the market will develop a stiffness that will alarm buyers who are already grumbling at what they are asked, and on this score, many dealers hate to let go of what they have in hand. There was some business done in Havana, but prices were higher and dealers were not anxious to sell. Quite a number of dealers are now in the Havana market with the idea of picking up what is left there at good prices, but they are likely to be disappointed.

Those manufacturers who have waited to take what they want, hoping that the prices would recede are finding it a bad move, as every change is an advance one. A little Sumatra was bought for immediate use, but the majority are waiting, when they are able, until they can see all the new goods, although it is likely that there will be a great gagging over the prices that must be demanded. This will react greatly in favor of Florida tobacco and will be a good thing for those who have been handling it. The lower grades of filler were in demand during the week but stocks are low in this respect and no large transactions are recorded.

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The funeral of Jacob Bernheim, head of the firm of J. Bernheim & Sons, importers of Havana, who had died three days before, took place on Wednesday and the dead man passed to his last resting place amid the mourning of a large number of loving friends.

Mr. Bernheim's two sons, Isaac J. and Henry J., survive him in the firm, and these two have for years profited by the example of their father's business ability to an extent which will enable them worthily to act as his successors. Beside these, Mr. Bernheim left two other sons, and three daughters.

Jacob Bernheim was born about 74 years ago in Germany and came to this country when he was eighteen. He tried his hand at two or three different businesses before he settled in the tobacco business and it has been proven indisputably that his final choice was a wise one.

He commenced in no very large way about thirty years ago, but steadily advanced and developed his business until his retirement in 1899, since which time his sons have conducted the concern which well bespeaks the untiring ambition and ability of the boy who arrived in a strange country practically penniless.

• • •

Last week provided no actual news of the coming tobacco exposition except the fact that things are moving along without a hitch, and the committee is well satisfied with the way things are going. There is no doubt that the affair will be something even for New Yorkers to remember, and with all the big, unique shows of varied character that may be seen in town every year, this is saying a good deal.

• • •

Robert E. Lane states that he has secured the cigar privileges in the Trinity building on Broadway above old Trinity church, which he will use himself, and which will doubtless be an acceptable addition to Mr. Lane's well managed interests. The deal has been pending for some time, and as it went through, Mr. Lane has all the convenience privileges on the ground floor of the new building, such as news stands, telephone booths, boot blacking stands, etc., which it is probable he will sublet. The cigar stands will be in a very valuable neighborhood and in a short time should develop into a gilt edged investment.

• • •

The firm of Kahn & Zenn of 300 Canal street has become Kahn, Zenn & Heine by the addition of Bernhard C. Heine, who is well known in the trade. The junior member of the firm is about to take the road for the house to which end of the business he will devote himself. The firm manufactures a good line of clear Havana goods.

By the first of next month A. Rodena & Co., of 78 80 Murray street, manufacturers of clear Havana cigars, will remove their plant to 355-7-9 Greenwich street where the company will have the room which it has been needing for some time. The concern is comparatively a new one, but is a very lusty infant.

Alfred Meyer, of Alfred Meyer & Co., sailed on Saturday for Cuba where he will inspect the market. Mr. Meyer returned from Europe a few days ago.

The Florida Tobacco Co., of Maiden Lane, is profiting by the fierce prices which have obtained at the Sumatra inscriptions and a great many orders are being received for the company's excellent stock of light Florida Sumatra wrappers.

Charles S. Morris, of Charles S Morris & Co., who is in the West for the house, has scarcely gotten a fair start yet, but reports business as opening up well.

Edward Hilson, of the Hilson Co., is on his way to Holland where he will attend the remainder of the inscriptions.

Geo. V. Watson & Co., leaf dealers, are now located on the second floor of the Oppenheim building at 133-137 Front street where they are ready to have the trade drop in on them.

—It is reported that C. S. Gordon, representing the Interstate Tobacco Growers' Association, is arranging for the establishment of a $50,000 tobacco factory at Clarksville, Tenn., with a capacity of 600,000 pounds.

—The South Atlantic Cigar Company, of Petersburg, Va., will increase its capital stock from $10,000 to $20,000.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

WITH THE TRADE IN YORK.

Many Traveling Men Here and Improvement is Noticed.

York, Pa., March 27.

There is a feeling that there is some little improvement in the cigar business in this county. One manufacturer in a county town received telegraphic orders for 80,000; another one reported shipments of 500,000 during the first 20 days of the month, and it is now believed that the month's business will not show up so badly after all.

Traveling men have again been energetically covering this section, and all seemed to secure satisfactory results. Wm. Taussig, of Taussig & Co., Chicago, was in this city during the past week, visiting the trade in company with J. Kosminsky, the firm's local representative; Chas. Cohen, with B. Labe & Sons, Phila.; G. W. Kreider, with J. Vetterlein & Co., Phila.; Phares Hildebrand, with J. U. Fehr & Son, Reading; M. Baum, of I. J. Schoener Co., Inc., New York, and W. E. Gheen, of Jersey Shore, Pa., were among the week's visitors.

The Red Devil scrap chewing and smoking tobacco is being advertised here this week. W. J. Wood, a factory representative, and a force of missionary workers have done good work in this section.

Warren Beck, of Warren Beck & Bro., manufacturers, left this week on a business trip through Western Pennsylvania.

F. C. Knapp, an experienced tobacco salesman, formerly employed by the Liggett & Myers Tobacco Company, has taken a position as salesman with the Kohler-Snyder Tobacco Company, of Yoe, and will enter on his new duties on April 1.

H. F. Kohler, manufacturer at Nashville, speaks very hopefully of business prospects for his factory. He now has 76 cigarmakers seated, and would give steady employment to several more capable people. He is devoting his energies entirely to a higher grade of goods, and orders are coming in steadily.

W. H. Miller, of Windsor, will soon erect an addition to his cigar factory, which will almost double its present capacity.

A new factory building will be erected at Red Lion this spring as soon as the weather permits by Blochinger & Co. It will be a three-story, brick structure, 30x34 feet.

M. Hose, cigar box manufacturer and a member of the Dallas Cigar Company, at Dallastown, has purchased from Jacob H. Spatz, also a cigar manufacturer, a lot of ground at Main and Walnut streets, Dallastown, for $4500. It is intimated that Mr. Hose intends erecting a new building on the premises.

P. C. McCoy, of Dallastown, has been suffering for some weeks with an attack of bronchitis, but is now somewhat improved.

J. F. Spatz, a veteran cigar manufacturer of Dallastown, is seriously ill at his home in that borough, suffering from a complication of diseases.

P. H. Grove, a well known cigar manufacturer residing near Dallastown, was married early last week to Miss Hamme, a school teacher near Glen Rock.

D. B. Goodling and M. E. Plymire, cigar manufacturers at Loganville, this county, have been on a few days' trip to Washington.

Thomas A. Myers, of T. A. Myers & Co., has purchased the home of William Deitz, about three miles down the Wrightsville pike. The home is west of Charles Weiser's summer residence, and is one of the most beautiful parts of the county. Mr. Myers will make extensive improvements to the place and will make his future residence there.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 93

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUSH,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 306 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotte, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Established 1840. Cable "Rough."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ELIOT SMITH

CHARLES BOLLSTATTER,
Manufacturer of
∴∴Fine Cigars∴∴
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SHCOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Frost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

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PHILADELPHIA, MARCH 29, 1905.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

CIGAR RETAILER HAS MORE COMPETITION THAN IS THE CASE IN ANY OTHER BUSINESS.

Is there another business on earth which has so much competition as the retail cigar and tobacco trade?

It is possible to stand in any civilized community and throw a stone in any direction far enough to reach a cigar store. So much for "legitimate competition." It is possible to stand in the same spot and throw a brick far enough to reach a place where a cigar may be bought.

It has got so everyone peddles cigars, because of the popular idea that there is a lot of money in it. As a matter of fact, considering all his expenses, the out and out cigar retailer secures a very small profit. There are a whole lot of dealers today, who are doing a big business, but doing it practically at cost, because they have apparently been unable to keep their expenses down to a proper proportion.

To them, the drug store cigar department, that of the grocery, the saloon or liquor house, the news stand, the restaurant, the hundred and one places where a man can stop in and buy a cigar, constitute a serious menace which is most serious because it is on the increase.

The majority of these outside people put in a half dozen boxes of cigars just "to accommodate our customers." But they have plenty of room for the cigars and are handicapping the legitimate retailer by the fact that they have to charge up no rent for them. Their profis accordingly seem large, and they soon begin to push that end of the business.

On the other hand there is the grocer, who is becoming more and more of a factor in the cigar business. When the department stores commenced to handle groceries the grocers sent up a most piteous wail that they were being robbed hands down by a set of pirates who if allowed to go ahead would soon be taking the counter from under them.

The connection between a cigar store and a grocery is not so clear on the surface as to form an immediately valid excuse for the grocer's breaking into the former business so extensively.

A great many manufacturers regard the situation with perfect good nature because they believe that the more places their cigars can be bought out of the box, the better it is for them. It is doubtful whether this is so in the long run, considering collections, the multitude of small accounts and salesmen's time, but on its face it appears to them like an attractive proposition.

Meanwhile, cigar store rents go up, more stores are opened, jobbers have to stiffen their prices on popular brands of smoking and chewing tobacco now and again, and all the retailer can do is sit tight, grit his teeth and hope for the best.

Is there a better remedy for the situation than the establishment of a government tax on retailers of a sufficient amount to wipe out at one blow the greater part of this outside competition?

Who can suggest a more feasible remedy?

MAY SPRING BRING PROSPERITY.

The smell of spring is in the air at last, and retailers are beginning to leave their store doors open. This is a good sign in itself, for an open cigar store door seems to have an irresistible effect on a consumer which is immediately apparent in the cash register.

Goodness knows it is time enough something was doing. The year has been surprisingly backward, not only in this trade but others, and not a few dealers have awaited the nesting of the robins as their only salvation.

Money has been tight and slow and there have been adverse conditions which seemed unexplainable. Of course every thing depends on the retail market and when that begins to whoop up the other branches of the business follow closely. The weather exercises such a tremendous effect on the amount of consumption over and above that which can always be counted on, that a particularly bad winter is something of a disaster to the tobacco trade.

That amount of business, which, as said, can always be counted on, is becoming divided into smaller and smaller shares, however, as competition increases, and long ago, the profits of a man's business consisted largely of what he could snatch out of "the dull season."

TOBACCO EVERYWHERE.

If things keep on, we will soon be growing tobacco in our back yards like we do onions and radishes. Every few minutes now, somebody discovers soil "particularly adapted to the cultivation of tobacco" in a State that had never been thought of before, while other countries besides the United States are preparing to branch out extensively in this direction.

Elsewhere in this issue is printed an article by an Australasian who claims for the soil in certain sections of his country special qualities, and believes that in a short time local planters would rival those of the United States.

Up in Canada they are commencing government experiments which are confidently expected to open up considerable new area for the raising of the plant. Certain Western States are learning to make profitable use of the soil in this way and an appreciable quantity of tobacco seed has already been used successfully in Texas.

Secretary Taft is insisting on having the Filipinos turned into a happy band of prosperous tobacco planters at our expense, and there are other places where similar operations are on foot Where is it all leading to? The Southern States, or New England, or Wisconsin, or Havana aren't giving out. Will tobacco soon be seriously and not humorously in a class with the cabbage? Over production always brings a swift penalty, and while such a happening seems by no means likely within the next few years, it is just as well to use discrimination in assisting the development of an industry.

A number of Pittsburg girls among others, have set their small feet down against the cigarette, and have adopted a "lips that touch tobacco shall never touch mine" platform. So far, it has set them back many plates of ice cream, but up to going to press, they were still holding out. The fiat is that no boy in their set may smoke cigarettes. If a boy in their set does smoke a cigarette and they find it out the boy is no longer in their set. In some cases it is reported as having come rather hard for the girls, but they declare they will carry it to a finish.

Ananias Baker, of Indiana, who recently caused a sensational scene in the Legislature by accusing a man, who he said was a lobbyist in the employ of the American Tobacco Co, of having sent him $100 to secure his vote against the anti cigarette bill, is so pleased with himself, that he is likely to become a regular cut up in the reformer line.

Representative Ananias has shown a commendable readiness to be interviewed since the exciting episode in which he figured so prominently, and in a recent talk with a reporter is quoted thus:

"We're not through yet with reforming," said Baker. "There are lots of things in this State that need 'cleaning up,' and they are going to be cleaned up, too. I may take a hand in it myself. The work against the bribers is not going to stop; no, sir; it's not."

Happy Indiana! Careless lobbyist!

Philadelphia Tobacco Trade.

Here and There With the Retailers

The past week has brought a noticeable improvement in the retail end of the business, the balmy weather increasing consumption in a large percentage. The box trade was much better during the week, and dealers were few and far between who were not able to report their share of the better conditions.

George O'Keefe, of Fourth street, is having a run this week on the Club House cigar, which he is putting out for 6 cents, and the Pandora, which he is selling for five cents straight.

Bock & Co., Broad street dealers, are enjoying a good trade, and all they ask is for the good weather to continue.

James I. Hassan, 6633 Woodland avenue, is attracting attention to his store by the exhibition in his window of a handsome oil painting done by one of his customers. Mr. Hassan always has something around his store that is worth looking at.

Clerks in the Chestnut street stores this week are not able to complain of having too much idle time on their hands. There was a regular rush at intervals.

A number of dealers around town are meeting the spring trade by preparing window displays which are bound to attract the elusive consumer. Not all of these are in the central part of the city, either.

The Retail Cigar and Tobacco Dealers' Association of Philadelphia held its first meeting in its new quarters last Thursday night and an unusually good attendance was on hand. The new rooms at the northwest corner of Broad and Filbert streets are cozy and evidently pleased those present. The association had tried the experiment of having refreshments for the members present and the scheme

obviously acted as a magnet, and accordingly will be continued.

The meeting was opened with President James I. Hassan in the chair and after the usual routine of the regular monthly meeting it was decided after some discussion to hold a picnic some time in June at one of the nearby parks where an admission fee of about 25 cents can be charged. The proceeds are to be used to defray the expenses of the delegation from the Association which will visit the Exposition to be held in New York in a few months.

The picnic will be a very enjoyable affair as extensive arrangements are being made for the entertainment of the crowd, a prominent feature of which will be a ball game between the Red Devil team and one made up of members of the Association. J. Harvey McHenry is captain of the former team, and H. J. Miller of the Association's nine. There will also be a Red Devil brass band on hand to help along the festivities.

The following compose the committee appointed to arrange for the picnic, the date for which has not yet been decided: D. A. Schaible, chairman; H. J. Miller, A. M. Griffis, F. W. Soren and Louis M. Goff.

Ways and means of invigorating the organization were earnestly discussed at the meeting, and it was finally decided to send a circular to every retail dealer in the city asking for his membership and explaining the purpose and benefit of the association. These circulars were sent out yesterday and read as follows:

Mr. Dealer: We are anxious for you to become a member of our organization and we are positive that it would prove beneficial to you. We are also desirous of having you suggest some plan whereby our organization can be increased in membership.

For the best suggestions received before April 15, we offer the following prizes:

1st. 100 Quatility cigars.
2d. 100 Seidenberg cigars.
3d. 1 box Pure Grape tobacco.
4th. 5 lbs. Arrow cut plug.
5th. 5 lbs. Faust Granulated.

We trust that you will give us the benefit of your views and thus aid a worthy cause. Send all answers to James I. Hassan, 6633 Woodland avenue.

Leaf Dealers' Jottings.

The best part of the business done by local leaf dealers this week was brought them by their salesmen who are in the West, things being pretty slow right in this market. There is no complaint at all from the section of the country mentioned, as manufacturers realize that they must have the leaf and spend little time haggling. In this market there is good enough inquiry but the buyers and dealers still have considerable trouble coming together, owing to the fact that dealers feel that they cannot afford to make the concessions most of the buyers ask for. Then again many buyers profess themselves unable to find what they want here and protest that they should not be required to pay such high prices for tobacco which does not meet their views.

Philadelphians who are attending the Sumatra inscriptions are hoping that the coming dates will bring more reasonable prices. So far it has been a bad year for buying, in all grades of leaf tobacco and the Philadelphia representatives hope they will be able to return to this market without having been forced to pay more than normal prices. Of course some Sumatra will be bought no matter what the price is, but it is probable that if it remains so high, more Florida Sumatra will be handled although there is a limit to the output of this grade.

George W. Newman, of Young & Newman, who has been on his Western trip for some time, expects to remain in the territory as long as the business keeps as good as it is now. Mr. Newman counts on making his banner trip.

A. M. Lake hopes to take the road next week for George Burghard. He has been delayed so far by threatened illness, but is now better.

Leopold Loeb, of the Loeb-Nunez Co., who has been in the Havana market for some weeks, is expected back in town about the last of this week.

Jacob Labe, of B. Labe & Sons, and Mrs. Labe, will be in Amsterdam at the next inscription.

L. P. Kimmig, of L. P. Kimmig & Co., disposed of some nice lots of his old packings during the week.

Julius Hirschberg & Bro. report business to be in good, healthy condition, and the firm has its full share of business.

With Manufacturers and Jobbers.

Manufacturers are being kept busy now, if not by their city salesmen at least by the orders received from out of town and as every tendency is toward an increase, there is a feeling of considerable satisfaction. Many dealers who have been holding off in order to determine what sort of a spring we are likely to have, have evidently decided favorably for they are placing their orders and asking that they be filled in a hurry. When the box trade improves, there is an immediate demand on manufacturers, and as this is the case now, the factories are likely to be busy for some time ahead.

Deputy U. S. Marshal Myers made two arrests in this city last week in the case of the tobacco concern at Fourth and Poplar streets, the promoters of which are supposed to have infringed the internal revenue laws. These two make four men now implicated, who give their names as Manuel J. Portuondo, Samuel Sokolof, Louis Weinberg and Norbert Popper. Collector McCoach and Chief Deputy Collector Wilkes declare that the men bought cheap cigars and packed them in boxes marked with the name of a higher priced cigar. The stamps were also removed from the cheap boxes and placed upon the ones imprinted with the name of a well known cigar. Out of a lot of 10,000 cigars discovered by the government, it is alleged that 8,400 had been so changed. At a hearing the defendants were held in $500 bail each for court.

W. C. Jackson,
Manufacturer of
Fine Cigars
Factories No. 34 and No. 1596,
East Prospect, Penna.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

GEO. A. BUDDY,
Littlestown, Pa.
Manufacturer of

Strictly High-Grade Cigars
OUR LINE:
Lord Bute, The Buddy, Union Riders, Sweet Tips, Cuban Emulator, General Post, Pretty Nell.

A Quick Seller—

Quo Vadis 5¢ Cigar

We sell lots of them, and so will you, if you'll only give them a trial.

There is no better nickel cigar made than our "Quo Vadis"—every one is a fragrant, pure and satisfying smoke.

It's the kind of cigars your customers will call for again, and even the most fastidious men enjoy their fine aroma.

Besides the big, fat **Diplomaticos,** which we told you about already, we also make a more slender shape, a real handsome **Concha Especial.** Both are of the same good quality and of the same reliable workmanship—strictly hand made.

We'll be pleased to send you a sample box of one or both sizes, and to tell you about our **Special Introductory Offer.**

You may return the samples at our expense if not satisfactory, or we allow you their cost from your first order for a thousand "Quo Vadis"—thus you'll not risk anything either way. Write us today—we want your trade.

Alfred Eyer & Co., Cigar Mfrs., Allentown, Pa.

G. H. SACHS
Manufacturer of
Best Grade Seed and Havana Hand-Made CIGARS
245 NORTH CONCORD ST.,
Lancaster, Pa.

Are you looking for a Good
PITTSBURG STOGIE?
"Jolly Fellows"
Hand Made IS THE NAME. Long Filler
MADE BY **Samuel Smith & Son,**
112-14-16 East Jefferson Street,
Special Prices to Jobbers
Mention Tobacco World
Allegheny, Pa.

TOBACCOS THAT SELL.
"DARK HORSE"—The fruit flavored scrap chewing.
"SILVER MOON"—The best granulated smoking for either pipe or cigarette. The smoke for the man who knows.
"BLACK THREADS"—The finest heavy long cut smoking manufactured.
"SUN TIME"—A long cut smoking that always gives satisfaction.
"RED SETTER"—The natural leaf scrap smoking.
"SCOUT" and "OLE VIRGINY"—Good grades of granulated smoking.
UNION MADE
UNIVERSAL COUPONS packed in each package for the consumer. Also FIVE UNIVERSAL COUPONS in each carton of "DARK HORSE," "SILVER MOON," and "BLACK THREADS," for the retailer.
Write us for samples and prices.
THE GEM CITY TOBACCO CO., DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING
Fountain Sprayer for misting fillers - - - - $4.00
Simplicity Automatic Sprayer 7.50
Little Climax Tobacco Pump 10.00
Progress Jr. Spraying Machine 16.50
Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.
DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

For Gentlemen of Good Taste
SAN FELICE
5c. A HIGH GRADE CIGAR FOR 5c.
Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States
SEND FOR CATALOGUE AND PRICES
THE DEISEL-WEMMER CO., Makers
LIMA, OHIO

Arthur Hagen & Co., of Front street, are at present occupied in choosing the best location to which they can move in the course of a few weeks. On account of building operations it is necessary that the company vacate their present quarters soon, and it has not yet been decided where they will next pitch their tent, two or three different good locations being in mind.

The new "44" Cigar Co., which was recently incorporated with B. Lipschutz at its head to manufacture the well-known 44 brand, is doing so well that arrangements are being made for extra factory room. Mr. Lipschutz is finding it hard work to keep up to his orders, and will probably have to open another factory soon.

The will of Edward Bachelor, the cigar manufacturer, who died recently in this city, at his home 886 North Sixth street, has been probated and leaves an estate valued at $80,000 in trust to his wife. On his widow's death the estate reverts to the children.

Sam Jacobs, Gumpert Bros.' well known representative, is back from his New England trip, and will remain in Philadelphia for a little while. Mr. Jacobs says business is pretty good in the territory though which he traveled, with prospects for better.

Frank A. Reese, who has for six years been bookkeeper for Hagan & Co., of Front street, is about to resign his present position and will accept a similar one with Seeler & Co., bankers and brokers, to the regret of Hagan & Co. He will be succeeded at the Hagan office by Charles Cramer, whose father was formerly a well known jobber on South street.

The removal of Bayuk Bros. from Market street to North Third street was a very fortunate thing, as the increased factory accommodation would have been sorely needed in the old building with the present batch of orders on file.

Dempsey & Koch report that their cigars are moving in the West as fact as they can get them out there, and the chief difficulty is not to get orders, but to fill them on time.

A new manufacturing company will soon be in operation with offices in the Betz building, the members of the firm being the sons of the late Joseph Heyman. The factory will be established in this section, and the company will put a high grade line of cigars on the market.

Samuel Jeitles, of Jeitles & Blumenthal, manufacturers at 856 North Randolph street, has returned from an extensive Western trip which he states was entirely successful.

Vetterlein Bros. are having about all they want to attend to just now, business in the South being especially good.

JEFFERSON CO., TEXAS SHOULD BE GOOD FOR TOBACCO RAISING.

Beaumont, Tex., March 26.

Tobacco raising in Jefferson, if what experts claim is true, could be made an industry that would grow in importance, and become one of the great wealth producers in this section of Texas. A high grade of tobacco is raised in Lavaca county, southwest of Jefferson, and a high grade of tobacco is raised in Nacogdoches and other counties north of Jefferson, and as the soil and climate conditions here are equally good as in other localities named, why should not Jefferson become a great tobacco growing section of the State? For cigar making, the Texas leaf is claimed by expert cigar makers to be superior to the Mexican tobacco and almost as good, if not fully as good, as the Cuban and Sumatra articles. All that is needed to create a demand for Texas tobacco is to make the tobacco, and when there is a sufficiency of it raised in any one section, there will spring up big tobacco factories to handle it, and buyers will come to the tobacco fields from the great centers of Europe.

OLD CIGAR MANUFACTURER DIES.

Joseph H. Maffett, 55 years old, for thirty-five years a cigar manufacturer of Paterson, N. J., died suddenly of a hemorrhage of the brain. He had stepped into the store of one of his customers to see about an order for cigars, when he was taken sick. He was taken home in an ambulance, where he died within fifteen minutes. He leaves a widow and an adult son.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.
We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 Factory No. 20, 9th Dist., Pa.
Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.
Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

THE JOHNS-BRASH CIGAR CO.

Manufacturers of the Celebrated

"UNCLE DAN"

Absolutely

Hand-Made

LONDRES AND PERFECTO SHAPES

Main Office:

Lancaster, Pa.

EDW. M. BRASH,
Sec'y & Treas.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market Street, Lancaster, Pa.

HENRY H. SHEIP MFG. CO.

Cigar Boxes

Cigar Box Lumber

Largest stock of

Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET

PHILADELPHIA.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

STEFFENS, JONES & CO. FORM IMPORTANT CONNECTION.

Steffens, Jones & Co., lithographers at 10 Burling Slip, New York, state that they have secured the American agency of Wilhelm Wefers, of Crefeld, Germany and St. Petersburg, Russia, through the efforts of Emil Steffens, Jr., and Homer A. Jones, who have just returned from a trip to Germany. The foreign house has an excellent reputation for cigar bands and labels, in addition to general lithographic work

MICHIGAN MANUFACTURES MANY CIGARS.

The manufacture of cigars is shown to be one of Michigan's greatest industries in the annual report of Labor Commissioner Malcolm J. Leod. The 527 factories with 6,611 employes turned out during the year 213,844,850 cigars, of an aggregate value of $6,481,637. Of the 2,716 female employes in the state, 2,138 are in Wayne county, which also furnishes 350 of the 387 working children under 16 years of age. Eighty two per cent of the factories employ union labor.

COMBINE MAY ENTER SPOKANE.

Dealers of That City Fear Such May be the Case.

Spokane, Wash., March 27.

Word has reached Spokane that the American Tobacco Co. has started in on a campaign in Portland and Seattle, to gain control of the retail tobacco trade. The trust made a fight in San Francisco and for a time there was no telling where its invasion would end. Later, however, the retailers are said to have regained their foothold to some extent, although it is admitted that the trust cut into their trade.

The system of the trust it is reported is to undersell the retailers and to buy up larger concerns. This plan may soon be put into operation in the coast cities, according to advices received here. Some of the larger tobacco retailers in Spokane express the idea that although they have heard nothing to the effect that a like move will be made in Spokane it would not surprise them greatly should the trust people start a campaign here. The trust moves quietly and and it may be hard for the local men to know exactly when it has commenced operations.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

CIGAR FACTORY
Building Complete,
FOR RENT
in good section of
First District of Pennsylvania

Capacity of **25 Experienced Cigarmakers,** and **35 hands available,** including foreman. For further particulars Address,

FACTORY,
Care of **Box 112,**
The Tobacco World, Phila. 1-25ce

WANTED.—A PARTNER WITH capital, to associate with a Clear Havana Cigar Factory, established at Key West, Fla. Person running the factory is a man of large experience in the cigar manufacturing business, and requires more capital to enlarge his business. Responsible parties may apply with references, (which I shall also furnish) by letter to V. JORDAN, P. O. Box 107, Key West, Florida. 3-29r

WANTED—A FEW MANUFACTURers who make union made goods for $20, less 10 per cent. and 20 per cent. off for cash, to submit samples; can use entire output. Also non-union goods from $7.50 up. Must submit samples. Address Box 99, care of Tobacco World. 3-22r

WANTED—CHEWING AND SMOKing tobacco salesmen for the following territory: Pennsylvania, Ohio, Indiana New York and New Jersey. Must have experience, and furnish good reference. Address THE GLATFELTER-SNYDER TOB. Co., Yoe, Pa. 3-22r

EXPERIENCED MAN IN EVERY department of cigar manufacturing is open to position as Superintendent or Foreman in first-class factory. Best of reference. Address, FOREMAN, Box 100, care of Tobacco World, Philadelphia. tf

WILL BUY FOR CASH—TOBACCO Tags, Cigar Bands, etc., redeemable by Florodora Tag Co. Address, TAGS, Box 101, care of Tobacco World, Phila. tf

WANTED—SALESMAN TO SELL a medium priced line of cigars to jobbers west of St. Louis. Address WALTZ, MAURER & Co., Orwigsburg, Pa. 3-22r

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY
& CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine ⁘ Connecticut ⁘ Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
United Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
and much Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer,
and Jobber in Leaf Tobacco
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

Rabell, Costa, Vales & Company

Sole Purveyors, by Request, to the
Royal House of Spain.

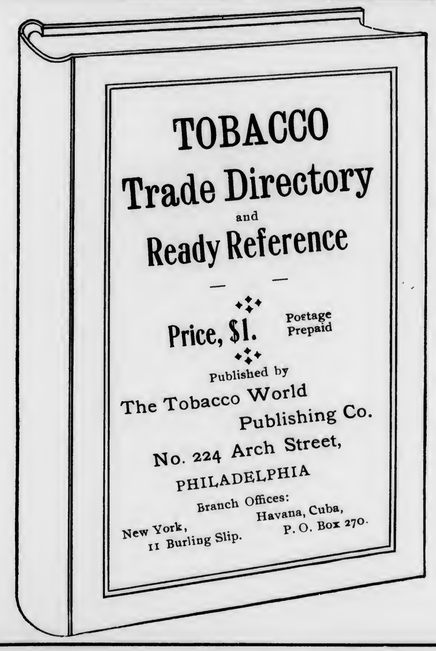
Finest Havana

This Factory Being Independent is Enabled
to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98,
Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the
United States and Canada,
147 Water St., New York.



TOBACCO
Trade Directory
and
Ready Reference
Price, $1. Postage Prepaid
Published by
The Tobacco World
Publishing Co.
No. 224 Arch Street,
PHILADELPHIA
Branch Offices:
New York, 11 Burling Slip.
Havana, Cuba, P. O. Box 270.

NOTES OF THE TRADE.

—The Beam Dean Co., of Canton, O., has been incorporated under the laws of Illinois, for the purpose of making cigars, stogies, cheroots, plug tobacco and other tobacco supplies, with a capital of $50,000.

—E. A. Saunders, Jr., has purchased a site on West Broad street, Richmond, Va., on which to erect a cigar factory, for which the plans are now in preparation. About $100,000 will be invested.

—The branch wholesale office of the Morris Cigar Co., of Cincinnati, of which Clyde Poulter is manager, has been moved from Fraker & Co.'s, on East Main street to J. W. Roberts confectionery on West Main.

—Plans have been prepared for a four story brick addition to the cigar factory of J. G. Moyer, at Perkasie, Pa.

Money can be lost in advertising and in some cases will continue to be lost, until the advertiser gives the same thorough attention to his advertising that he gives to every other vital department of his business.

W. R. DAUGHERTY & BRO.

Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

JAS. ADAIR A. R. REIFF
ADAIR & REIFF,
Packers and Dealers in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for
Choice Escojidas of
Remedios, Santa Clara
and **Manicaragua,**
Vuelta Abajo and Partido Factory Vegas
of Various Sized Lots

LOEB-NUNEZ HAVANA CO.

Packers of

Havana Tobacco

CONSULADO 142 and 144,
Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

THE TASTE TELLS **QUATILITY** 5¢ CIGAR Yes! it is Different

THEOBALD & OPPENHEIMER CO. Makers! PHILA.: THE UNITED NEWS CO. PHILA. Genl. Distrib's.

FINANCIAL STATUS OF THE AMERICAN TOBACCO COMPANY.

How Much the Public is Concerned in the Great Combine, the Recent Reorganization of Which Was One of the Largest Financial Undertakings of the Day.

The following article which shows the ins and outs of the recent reorganization of the three arms of the combine into the present American Tobacco Co., and its present relation to the public, was prepared for the Boston Transcript and is well worth careful perusal.

About $215,000,000 par value of the securities of the new American Tobacco Company are distributed in the hands of the public. Thus the importance of the American Tobacco Company as a financial undertaking is not to be lightly considered, as regards its bearing upon the general investment situation. For, with one or two exceptions, possibly with the single exception of the Steel Corporation, the American Tobacco Company embraces more capital than is included in the make-up of any other industrial corporation. It is in keeping with our great industrial prosperity as a nation, to record that this great trust is, in prosperity also, in the front rank of American industry. However, there has rarely been so complicated and so little understood a financial condition as has resulted from the various consolidations and reorganizations of the tobacco companies. The Trust issued its annual report for 1904, last week. Analysis of the conditions there set forth, and of the latest reorganization of the company, will help investors, present and future, to understand the situation of the property.

The old Consolidated Tobacco Company was formed in 1901 by the amalgamation of the American and Continental companies. Additional capital to the amount of $40,000,000 was provided by subscription at par to an initial $30,000,000 of common stock, and by a later subscription to $10,000,000 worth. This common stock was taken by the inside interests. The Consolidated Company then issued $157,378,200 of bonds, and these bonds have represented the public interest in the tobacco properties for several years.

The reorganization perfected recently, increases the public holding of the securities without much increasing the par value. But, by an ingenious device, the preferred stocks which were held in the treasury of the Consolidated Company, are funded into bonds, and the control of the entire corporation is vested in $40,242,450 of common stock. Investors are anxious to know the standing of the new six per cent. preferred stock and of the four and six per cent. bonds of the new American Tobacco Company.

The six per cent. bonds which rank first, total $56,090,416, maturing in 1944. The six per cent. bonds are secured by a sinking fund of $500,000 annually. The four per cent. bonds follow the six per cent. in their claim upon earnings, and amount to $78,689,100, due in 1951. Neither of these bonds is a mortgage, but they are secured simply by the collateral for which they have been exchanged. There is the same amount of new preferred stock as there is of four per cent. bonds; and this $78,689,100 of six per cent. cumulative preferred stock has no vote in the election of directors and no vote at all except for certain expressly stated purposes, such as the increase or the scaling down of the capitalization. Thus this whole total of $215,000,000 of new securities has no say in the management of the company, and has a value proportionate only to the earning power and assets. It is gratifying to find, as we shall point out below, that the earning power and income afford a very substantial basis of value.

The difference between the market value placed upon the outstanding Consolidated Tobacco fours and the new American Tobacco fours, has led to many inquiries as to the difference between the two issues. When the reorganization was promulgated holders of a majority of the $157,378,200 of consolidated fours deposited their bonds with a committee and agreed to accept for them an equal amount of the 6 per cent. preferred stock, thus guaranteeing that the full authorized issue of preferred stock would be made. Meantime an offer was made to all holders of the old fours to exchange their bonds for one-half preferred stock and one-half new fours. The preferred stock to be issued was limited to one-half of the par value of the old bonds, so that had all the bondholders assented the preferred stock would have been exchanged. When the time expired for the public to exchange its securities the committee, which had deposited a majority of the bonds exchanged the required amount of them for the balance of the preferred stock, and the public were left with no privilege save to exchange their old bonds for the new bonds, or, if they preferred, to keep their bonds as they were.

The issue has shown that the inside interests, understanding the whole situation, profited largely by exchanging their bonds for preferred stock, whereas the public were left unenlightened as to the value of the new bonds, and many of them did not make the exchange. It now develops that, in accordance with the terms of the trust agreement, holders of a majority of the old 4 per cent.

FLOR DE MANCHESTER
. . . 5-Cent Cigars . . .
and
MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market, are made by the
MANCHESTER CIGAR MANUFACTURING CO.,
F. B. ROBERTSON, Factory Representative, 1004 Ridge Ave., Philadelphia.
of Baltimore, Md.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

GEO. STEUERNAGLE,
THE CELEBRATED

Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
2103 Penn Ave., Pittsburg, Pa.

Wedeles Brothers,
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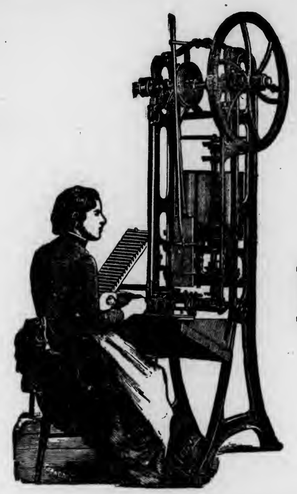
182 E. Lake St. CHICAGO, ILL.



The PROGRESS
SHORT FILLER
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX

The STRAIGHT

The IMPROVED PERFECTO

Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

Manufactured by

N. H. BORGFELDT,

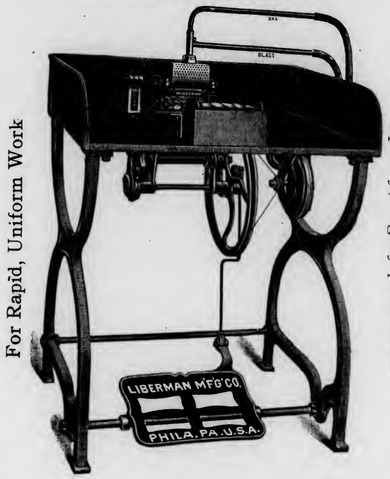
Nos. 341 and 343 East Fifty-Ninth Street,

NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE



For Rapid, Uniform Work

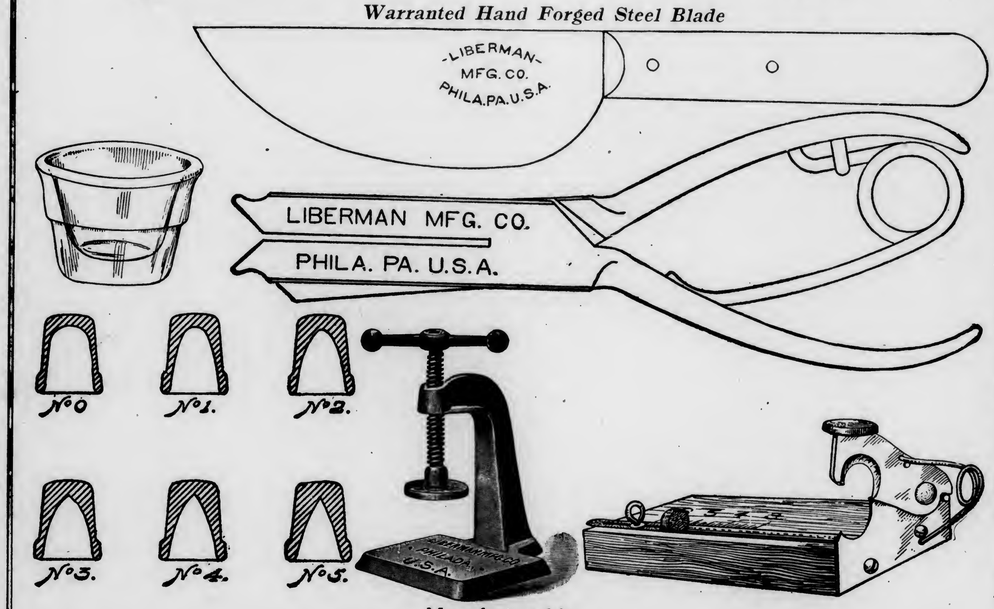
Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade



Manufactured by

Liberman Manufacturing Company

240--42 North Third Street, Philadelphia

New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

SCHUTTE & KOERTING CO.

PHILADELPHIA, U. S. A.

Twelfth and Thompson Streets.

SCHUTTE--KOERTING MOIST VENTILATOR,

used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time, without deterioration. The principal advantages are:

1. **Low cost and simplicity.**
2. **Cost of maintenance is nothing, being operated by city water pressure.**
3. **Needs no attention.**
4. **No drip occurs; humidity uniform.**

Correspondence Solicited.

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,

LANCASTER, PA.

Manufacturers of

High Grade

Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight. Samples and Particulars to Reliable People on Application.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

bonds have voted an alteration in the terms of the agreement, so as to reduce the issue by one-half, and to allow the outstanding new American Tobacco bonds to share ratably with the old fours, in all the terms of the agreement. Thus, unless this nicely completed scheme is upset by some process of litigation those who were well informed have been able to get for their bonds a preferred stock which sells fifteen points higher; and those who were not on the inside sharing in the underwriting, and who did not make the half and half exchange offered to them have no other course than to see their old securities gradually selling toward the same figure as the new American Tobacco fours bring in the market.

The value of the Tobacco securities is of more public interest than is the financial engineering by which the capitalization has been reorganized. The Tobacco Trust controls the old American Tobacco Company, which makes smoking tobacco and cigarettes, and the Continental Tobacco Company, which makes plug tobacco. Control is also held of the Havana Tobacco Company, and of the American Snuff Company, of which $10,000,000 par value or nearly half of the capital stock is owned. There is also included the American Cigar Company, $7,000,000 out of the $10,000,000 of this company's stock being owned. There are $20,000,000 of American Cigar Company four per cent. bonds guaranteed by the Trust, but the American Cigar Company earned $807,012 above its fixed charges in 1903, and $810,370 in 1904. The American Tobacco Company, which is the name by which the old combination is now known, controls also the Imperial Tobacco Company of Great Britain, and owns two-thirds of the $30,000,000 of the stock of the British-American Company, which controls the export trade. It is doubtful if any tangible results have occurred from this foreign business. At any rate it will be remembered how the Trust gave away its product throughout Great Britain for a year, and realized no profit at all in 1903.

All that there is known about the earning power of the individual companies comprised in the combination, is that they do not pay all that they earn into the parent company. However, the net earnings in 1904 are reported as $22,304,696. The deductions to be made from these earnings are $3,365,425 for interest on the six per cent. bonds, $3,147,564 for interest on the 4 per cent. bonds and $4,721,346 for dividends on the preferred stock. These payments total $11,234,335, so that there is a balance for the $40,242,450 common stock of over $11,000,000. It is stated that these earnings are reported after large expenditures are made to maintain and to improve the properties. An initial dividend of two and one-half per cent. has been paid upon the common stock, which is thus seen to be earning above twenty-five per cent. The value of this stock is the concern only of the inside interests, who have distributed the prior stocks and bonds, with their limited dividends, among the public, and have themselves retained control of the company through the common stock. Its value is therefore to be determined by its owners, who manage the company.

It is true enough that an extremely rich security is thus put in the hands of the insiders, who can control $255,000,000 with a majority of only $40,000,000, especially since the common stock is now earning twenty-five per cent. Tobacco people are very enthusiastic over the prospects for this company, which, before receiving the benefits of the consolidation, is already in a very flourishing condition. Those who begrudge the insiders their profits must remember that only by giving exceptional stability to the $215,000,000 of publicly held investments can the owners add to the value of their common stock. The management has shown a conservatism that bespeaks a desire to build up substantial value for the company for the good of all its security holders. The resources have been carefully guarded and a large surplus has been accumulated.

The balance sheet is an exceptionally strong one. The total of current liabilities is but $8,809,236 in cash. Then there are bills receivable of $41,522,716, against which are practically no current liabilities. The profit and loss surplus of the company, after the writing off of some $10,000,000 in the reorganization, stands at $29,518,880.

—One thousand pounds of smoking tobacco were sold last week by Collector McCoach, First District of Pennsylvania, which had been confiscated in the Eastern Penitentiary.

The continuous appearance of an advertisement is an endorsement of honesty and permanency. The merchant who appears in print but once is regarded with suspicion. Do not begin to advertise unless it is your intention to stick to it for a length of time.

R. S. STAUFFER

Manufacturer of

High Grade Union Made Cigars

Flor de Grace

Elwood's Gem

Union Boys

Bankers' Union

Prosperity

AKRON, PENNA.

DOINGS IN LANCASTER.

Leaf Market Moderately Active; Changes Among Manufacturers.

Lancaster, Pa., March 27.

The local leaf market was moderately active during the past week, and the volume of business was restricted only by a scarcity of goods. Old stock is still being closely hunted up and comparatively little remains outside of the larger city packers.

There was a heavy delivery of tobacco last Friday and Saturday, and what little remains in growers' hands is being rapidly bought. It is claimed that by April 1 there will be little, if any, left in grower's hands.

H. H. Miller, North Queen street, leaf dealer, returned last week from his three weeks' trip through the South. He is feeling much improved and looks it.

On about April 1st, ground will be broken by the S. R. Moss Cigar Co. for the erection of a new factory building, which will be located on North Prince street, directly opposite the present factories. It will be a four-story brick structure, 75x45 feet and equipped with the most modern improvements.

A new leaf warehouse has been built at Akron, this county, by A. N. Wolf, and is just completed.

B. F. Newswanger, of this city, is putting up a new factory building on North Charlotte street, which is to be ready for occupancy by May 1.

Imhoff & Co., extensive cigar manufacturers at Denver, this county, are making preparations for removal to larger quarters in the same town. The building formerly occupied by Slabach & Seigfried at Denver, is to be occupied very soon by Samuel Dornbach, who has been manufacturing at Cocalico.

Walter S. Bare, of Lititz, has returned from a four weeks' business trip through the West, going as far as Minneapolis. It is said he opened a number of desirable new accounts.

The cigar manufacturers of this county have experienced a rather quiet month, and while many of them are working steadily, none have any rush orders in hand.

J. G. Shirk, wholesale tobacconist, has just made his second large shipment of tobacco to Alaska.

Recent visitors in the leaf trade here were Carl Haeussermann, of L. G. Haeussermann & Sons, Philadelphia; F. Eckerson, of F. Eckerson & Co., Philadelphia; W. E. Gheen, Jersey Shore, Pa., and Julius Marqusee, of New York.

NOTES FROM CINCINNATI.

Saturday's Sales were Small and Quality was Poor.

Cincinnati, O., March 27.

Offerings at last Saturday's public cigar leaf sales were small in quantity and the quality was generally poor, the bulk of the lot being common fillers and stogie stock. Connecticut binders and wrappers ranged from 4¼ to 13 cents, Zimmers from 3 to 8 cents, and seed leaf and Wisconsin from 1½ to 6 cents. Total offerings were 72 cases, all at one house. Stocks on hand are quite extensive, and warehousemen report a fair movement through other channels than the auction breaks.

J. Stacy Hill, who operates several down town stores, has returned from a three weeks' stay in Florida.

Joseph Cantor, Fourth and Main streets, is looking for a new location. The build-

GEORGE W. PARR

Littlestown, Pa.

MANUFACTURER OF

High-Grade Cigars

Goods sold to Jobbers only.
Correspondence Solicited.
A Medal was Awarded at the World's Fair, in St. Louis, in 1904, on our

FERNSIDE 5-CENT CIGAR

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

W. H. Snyder & Co.
Windsor, Pa.
Manufacturers of
Popular Brands of
Fine and Medium Priced
CIGARS
Correspondence Invited with the Wholesale & Jobbing Trade only

D. W. HUBLEY,
Thomasville, Pa.

Manufacturer of
High-Grade
Seed and Havana
CIGARS
Correspondence Invited from Responsible Houses.

F. B. SCHINDLER
Manufacturer of
Fine Domestic
Cigars
Red Lion, Pa.
JOBBING TRADE
SOLICITED

ing he at present occupies will soon be torn down and a bank building erected.

Nicholas Mauderer, the manufacturer, is home from a business trip to Havana and Tampa, Fla.

General opinion is that spring trade is hardly as good as last year at this time.

Emil Trautman, prominent cigar broker, died last Saturday after an illness of several months. He was unconscious for the last week, and his will which he had ordered prepared was left unsigned. The estate is valued at $30,000.

Business at the Buckeye Warehouse, a new commission leaf house, is in fine shape, according to the company's promo ors. Regular sales are being held, and they are accumulating stocks quite rapidly.

The white burley market on new tobacco last week was strong under sharp competition between the American Co 's buyers and independent manufacturers. The best price for the present crop yet received was at the Bodmann House on Thursday, when a single package of fine cigarette wrappers brought 20½ cents.

BUHRMAN.

STILL BETTER IN BOSTON.

Retailers are Kept as Busy as They Like to Be.

Boston, Mass., March 26.

Business in the cigar and tobacco line continues to improve daily and the constant flock of drummers to the Hub further evidences this fact. The weather, with the exception ot one day during the past week, has been at its best, and even on that day though quite a snow storm visited the city, the majority of retailers claimed to have had a good day's trade, and the cash registers were kept going at a merry pace.

The local cigar manufacturers continue to advertise their various brands. Schubert Bros. are putting out a lot of attractive advertising matter for their Schuberts' Havana Smokers, which enjoy a good sale throughout New England. Joe McGreenery has put on a corps of salesman who are doing plenty of canvassing on the Poet cigar. Baker Bros.' Smokers are being well distributed throughout the city. Traiser's Harvard cigar, with the new box label of a Harvard student, looks very attractive.

At the convention yesterday afternoon, held at Faneuil Hall, of the Anti-Cigarette League, H. Butterworth, president of the league, presided. Hon. Chas. B. Hubbell, first president, of the Board of Education of Greater New York, made the principal address. "The cigarette," said he, "is a greater menace to this country today than either rum or opium." Dr. H. O. Marcy told of the suffering caused by the cigarette habit, and Miss Lucy Page Gaston, of Chicago, told of the work of the league in the West and took charge of the new recruits secured at the meeting.

A. Z. Bendheim, of the Metropolitan Tobacco Co., N. Y., is in town showing a line of cigars and cigarettes.

S M. Frank, the pipe man, from New York, spent the week here calling on his numerous customers.

Ralph M. Gans, of Gans Bros., clear Havana cigar manufacturers, of New York and Key West, called on their Boston distributors, Rosenthal Bros., on Tuesday. The William the Fourth brand is selling well here.

E Sterling, a tobacconist of Worcester, Mass., was here on Wednesday.

S Van Buren, with the American Tobacco Co., is here doing missionary work on the Royal Bengals. With every hundred, two packages of Sweet Caporal little cigars are being given gratis.

The Scott Dillon Co.'s Stronghold plug chewing is selling nicely.

Miller's Kozy continues to sell better daily and can be found in nearly every cigar store here.

Jas. Quinn, a retired wholesale tobacconist of Boston, died on March 20, at Hot Springs, Va., of heart failure.

A. O. Waterman, Vice President of the Waitt & Bond Co., makers of the celebrated Blackstone cigars, died at his home in Malden on March 22.

E. Kleiner & Co., of New York, had a representative here this week showing a fine line of clear Havana cigars.

Hugh Campbell, President of the U. S. Tobacco Co., is in town.

J. N. Finkelstein's new store on Federal street opened for business yesterday under the title of the Norma Cigar Co. Johnson & Co, expect to have the new store on Federal street ready for business in about two weeks time. With the United Cigar Store, and Rosenbaum & Co., also on Federal street, and Jaynes & Co. and Walker Rintal & Co.'s stores not far distant, it looks as if there must be plenty of money in this locality. One thing is sure the rents are steep.

Menaski cigarettes are having a good run. E. J. Mulligan, who has charge of the advertising department certainly has shown his skill in the display he made in the window of the Lexington Hotel on Boylston street.

El Cafe Boquet Cigars continue in favor and can be found at every first class retail store here.

Turkish Delights, with the cork tip, have made a hit. On account of the good margin to be made on these goods, the retailers are pushing same.

Boston Cigarmaker's Union 97, last night voted $1,650 in death benefits to beneficiaries of three deceased members each to receive $550. The members are Wm. Garner, Paul Lehman and J. Oldenbroock, who all died during the week.

Alfowich Bros. are having quite a sale on their Trixters.

OUR TWO BIG SELLERS

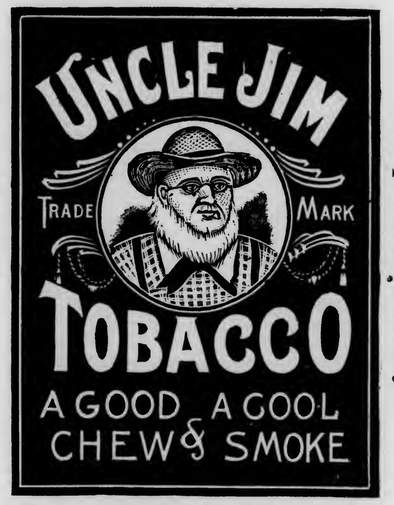
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

Sheppy Rabinowich, the Roxbury tobacconist, reports a very satisfactory business for the present month and has added to his establishment a nice assortment of Russian teas

It is reported that "Innerseal" Ross sold his block of stock in the N. B. Co Mr Ross is having quite a sale on the Zu Zu little Havanas.

The question whether a commercial traveler may legally offer goods of his house on more favorable terms if the customer shall agree not to deal in the goods of any other firm, is involved in a case now before the full bench of the Supreme Court. The constitutionality of the statute governing the matter is also at stake.

The case is that of the Commonwealth vs. Abe Strauss, a traveling salesman employed by the Continental Tobacco Company. The defendant was found guilty of offering a special discount of six per cent if certain Brockton and Bridgewater dealers would cease handling union or independent goods and contends that the statute is unconstitutional, because it impairs the rights of private persons regarding matters not affecting the public interest.

It is also argued that the acts of the defendant come within the scope of every-day competition. The Commonwealth urges that the law is valid, as coming within the police power of the State as a regulation of trade rivalry which is a violation of the moral and economic law, in that it enjoins something declared to be against public policy. It further urges in support of the validity of the act that it prohibits any attempt on the part of manufacturers or producers to force those who deal with them to refuse business relations with anybody else

BEN ALI.

MUSTN'T USE FLAG ON BOXES.

New York Legislature Bars Stars and Stripes for Advertising Purposes.

Albany, N. Y., March 27.

Much comment will undoubtedly be caused in the trade by the signing by Governor Higgins last week of the Wainwright bill which makes for the protection of the United State flag from desecration, mutilation or improper use of any kind. The bill is now chapter 80 of the laws of 1905, and has attracted particular attention because it is supposed to be directed particularly at the tobacco trade, there having been frequent instances where the manufacturers have used pictures of the stars and stripes on their advertising designs and packages.

The new law provides that any article or device for carrying or transporting merchandise shall not have upon it any representation af the flag, under penalty of $50 for each offense, to be recovered in an action that may be brought by any citizen. The act takes effect Sept. 1. This measure is understood particularly to be aimed at packages or boxes used by cigar or cigarette or tobacco companies

When told that the tobacco companies would contest the measure in the courts, Gov. Higgins replied, "That is what our courts are for."

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

American Tobacco Company

Makers of the Famous

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Nat. Leaf Plug
J. T. Plug
Battle Ax Plug

They Please all Tastes

Always Uniform and Reliable

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

INTERNAL REVENUE RETURNS FOR FEBRUARY.

The Internal Revenue returns from the United States for the month of February show an increase over February, 1904, in the output of cigars, while in little cigars there was a falling off of nearly 20 per cent. The only other commodity in which there was a really notable change was tobacco, which indicates an increase of 10 per cent. Snuff shows a falling off of 12 per cent. In cigarettes a fair increase is again shown. The figures are as follows:

	Feb. 1904	Feb. 1905		
Cigars,	$1,399,532.74	$1,493,728.17	Increase,	$95,195.43
Little Cigars,	37,146.06	29,264.49	Decrease,	7,881.57
Cigarettes,	232,000.24	251,503.19	Increase,	19,502.95
Snuff,	110,255 29	97,052.63	Decrease,	13,202.66
Tobacco,	1,490,564.25	1,504,255.49	Increase,	13,691.24
Totals,	$3,269,498.58	$3,375,803 97	Increase,	$106,305.39

In figures, the output comparatively was as follows:

		Feb. 1904	Feb. 1905		
Cigars,	No.	466,510,915	497,909,390	Increase,	31,398,475
Little Cigars,	No.	68,789,000	54,193,500	Decrease,	14,595,500
Cigarettes,	No.	237,844,470	267,716.045	Increase,	29,871,575
Snuff,	Lbs.	1,837,590	1,552,739	Decrease,	284,851
Tobacco,	Lbs.	24,842,735	25,070,925	Increase,	228,190

In comparison with the month of January, 1905, the figures are as follows:

		Jan. 1905	Feb. 1905		
Cigars,	No.	468,275,715	497,909,390	Increase,	29,633,675
Little Cigars,	No.	62,912,760	54,193.500	Decrease,	8,719,260
Cigarettes,	No.	253,899.800	267,716,045	Increase,	13,816,245
Snuff,	Lbs.	1,693,116	1,552,739	Decrease,	140,377
Tobacco,	Lbs.	19,878,400	25,070,925	Increase,	5,192,525

ANOTHER FROM THE JOURNAL.

This Time Consumers are Being Systematically Poisoned.

The Chicago Journal, which had rather fallen down for a little while on its exciting serial graphically illustrating how the consumer is knocked down, gagged, maced, robbed and poisoned when he happens in the wrong store, reappears with another thrilling number which is reproduced with sincere pleasure. The thrill:

"A secret bureau, whose members are not known to each other, has unearthed valuable information concerning numbers of alleged illegal acts of the trust, and these in due time will be brought before the proper government authorities.

"After thoroughly analyzing certain brands of tobacco, cigars and cigarettes sold in the stores of the New York tobacco trust, the chemists have reported that matter positively injurious to the health of the smoker has been found.

"'Tobacco experts have been employed by our association for some time to investigate this matter thoroughly,' said the head of the publicity department of the Independent Dealers' Association. 'We have endeavored to ascertain the cause of complaints made by consumers in the habit of smoking these brands.

"'The astonishing result of the examination by the experts was that out of seven different brands five were found to be injurious, while the other two contained only the cheapest grades of young and uncured tobacco, which in itself is dangerous to the health of the smoker.

"'This partly explains the seductive and impossible prices made in the trust stores on goods at 6 and 8 cents that are supposed to be worth 10 or 15 cents. Irrespective of these prices, which are calculated to catch the bargain hunter, such goods should be debarred entirely from the open market at any price.

"'With all the tricks and tactics employed by the trust, such as misrepresentations of facts, hiding its identity behind assumed names over the doors of their own stores, causing frenzied finance statements to go out to the public, and what not, we manage to get at the inside of actual facts.'"

RIVALRY TO SUPPLY TOBACCO TO NAVY DEPARTMENT.

The contract for tobacco supplies is among the most valuable in the command of the Navy Department, and much interest is manifested in its capture among the tobacco manufacturers of Richmond. The firm of Butler & Bosher, of Richmond, Va., had been the successful bidders for many years until last year, when the contract went to Larus & Bros. Co., who will be bidders for the present year.

The Bureau of Supplies and Accounts has decided that in future all bids for the annual supply of tobacco intended for the naval service shall be advertised for in the autumn instead of as at present and hitherto, in the spring. The bureau will open bids on April 12th for the current year's supply, about 150,000 pounds.

CHATHAM WANTS BUYER.

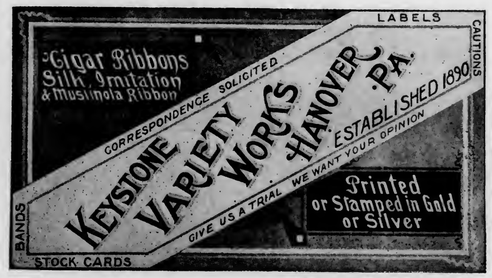
Chatham, Va., March 25.

The executive committee of the local board of trade has appointed H. D. Shepherd to consult with the American Tobacco Company, as to placing a buyer upon the market. If the committee's action meets with success the establishing of a tobacco market will be assured. Mr. Shepherd is about to leave for New York.

The house which advertises liberally must be known, by name at least, throughout the country, and while that advertising seldom sells goods directly, every drummer who has studied the subject is impressed with the tremendous advantage given him in making sales by the persistent, regular, dignified and liberal advertising of the firm which he represents.

NANINE
A 5 Cent Cigar of Distinctive Quality.
Manufactured by
H. S. HARTMAN, Lancaster, Pa.
Samples Sent to Responsible Houses.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.



A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 — **Marietta, Pa.** — Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar
☞Distributors Wanted Everywhere.☜

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

W. H. RAAB & SONS.
LA CUBANA CIGAR FACTORY No. 463
ESTABLISHED 1871.
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
DALLASTOWN, PA.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

Trade-Mark Register.

ZENCO 14,740
For cigars, cigarettes, cheroots, stogies and tobacco Registered March 14, 1905, at 3 p m, by Z J Norris, Philadelphia, Pa

PEGGY FROM PARIS 14,741
For cigars and stogies Registered March 15, 1905, at 9 a m, by R H Heller, Canton, O

DECK'S KING QUALITY 14,742
For cigars Registered March 15, 1905, at 9 a m, by John Deck, Conneaut, O

UNION MAKE 14,743
For cigars, cigarettes, cheroots, stogies and tobacco Registered March 17, 1905, at 9 a m, by H Rosenblum, Philadelphia, Pa

GOLDEN GOOSE 14,744
For cigars and tobacco Registered March 17, 1905 at 2 p m, by H D Narrigan & Co, Philadelphia, Pa

EVER-IN 14,745
For cigars, cigarettes, cheroots, stogies and tobacco Registered March 18, 1905, at 9 a m, by Geo H Goebel, Philadelphia, Pa.

CALENDAR 14,746
For cigarettes Registered March 18, 1905, at 3 p m, by Isaac Moguleski, Philadelphia, Pa

CHAS. BRENDEN 14,747
For cigars Registered March 20, 1905, at 9 a m, by Adam Baker, Windsor, Pa

VULETAS RIBBON 14,748
For cigars, cigarettes, cheroots, stogies and tobacco Registered March 21, 1905, at 3 p m, by P McPhelin, Philadelphia, Pa

EL WILO 14,749
For cigars, cigarettes, cheroots, stogies and tobacco Registered March 21, 1905, at 2 p m, by A D Killheffer, Millersville, Pa

REJECTIONS.

Umpire, War Medal, First Mortgage, Broadleaf, Spitfire, Flor de Eureka, Maniola, Pig A-Back, La Dirico, Golden Light, Priority, Dido, The Novice, Union Made, Minute Man, Union Maid, Simplicity, The Rustic, Red Ox, Little Jap.

THREE DEATHS IN THE TRADE.

L. A. Brown, a prominent tobacconists, well known throughout Southern Kentucky, died at Clarksville suddenly of heart failure. He was connected with the tobacco business in Clarksville for twenty years, removing there from Owensboro, Ky. The remains were shipped to Owensboro, where interment took place this afternoon.

F. W. Loudenber, aged fifty-seven years, a well known cigar manufacturer who formerly resided in Columbus, Ga., died at his home in Chattanooga. His wife and five children survive him.

L. E. Shaw, of the firm of Shaw Bros., cigar dealers, No. 457 Woodland avenue, Cleveland, O., died at the Cleveland General hospital after an illness of several months.

COLLEGE-RAISED TOBACCO BRINGS FOURTEEN CENTS.

Louisville, Ky., March 24.

Henry F. Ware, of this city, bought from Prof. M. A. Scovill and D. F. Frazee, a few days ago some 8,000 pounds of tobacco which had been raised at the experimental station of the Kentucky State College, the Board of Trustess of which Mr. Frazee is President. A price of fourteen cents a pound was paid for the lot, which is probably the best average which has been paid in this section this year. The tobacco was grown under the personal supervision of the two men mentioned as conducting the sale, and was said to be as fine a crop as has ever been raised in the State.

MUSTN'T GIVE 'EM AWAY in CHICAGO

The Appellate Court in Chicago, on Monday, affirmed a ruling of a lower court upholding the validity of an ordinance of the city of Chicago prohibiting the giving away of cigarette papers with tobacco.

NO MORE SLOT MACHINES.

Two Thousand of Them Will Be Cast Out in Cincinnati.

Cincinnati, O., March 27.

Taps have been sounded here and in the suburbs of Madisonville, Norwood, Bellevue, and Newport, Ky., for penny slot machines. Agitation, which has been conducted intermittently for years, decided the authorities to banish the "silent salesmen."

It is roughly estimated that there were more than 2,000 of the devices in cigar stores alone. Naturally, the majority of cigarists regret the passing of the machines. At one down town place regular credit books were kept of patrons' winnings when they did not care to collect. It is said that several customers have a thousand or more checks to their account.

Dice games have been started in several places. Joseph A. Busse, at Fifth and Elm streets, is one of the few who believe business will increase rather than decrease with the slot machines gone. He said to the Tobacco World correspondent: "Temporarily, receipts may fall off, but in the long run I think that much of the cigar trade which has hitherto fallen to the saloons as a result of the machines will revert again to the cigar stores. Men often won more than they wanted in the way of drinks, and quite naturally the surplus checks were applied to the purchase of smokes at the saloon cigar counter."

BUHRMAN.

AMERICAN TOBACCO CO. HANDS ON STRIKE.

Owensboro, Ky., March 27.

Forty hands at the factory of the American Tobacco Co. have gone on strike. They were employed in the tying room, and received thirty-five cents a hundred for retying tobacco. When a five cents increase was refused they walked out.

Advertising is both a preventive and a cure for dull times. In good times it should be taken; in dull times it must be taken. It should be in the system all the time; the more sickly the business outlook, the bigger should be the doses.

Choice of the Market 10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
LEAF TOBACCO
Shade-Grown SUMATRA, in Bales
We make **SCRAP** Filler, **Ready for Use.**
Phones { York, No. 130. Bell, No. 1873. } 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

KANSAS A TOBACCO POSSIBILITY.

Farmers are Devoting Considerable Acreage to the Plant.

Leavenworth, Kan., March 24.

Quite a number of farmers in Platte county, particularly in this section are devoting considerable of their acreage to the cultivation of tobacco, as it has been successfully demonstrated that the land is available for a superior quality of leaf. As a result of the developing industry, a number of warehouses are being built throughout the country at favorable points.

The farmers who have tried tobacco, report their crops to have been profitable so far, but say they require a tremendous amount of hard work. One man cleared $1,904 from fourteen acres last year and considers that he did very well. The farmers say that the soil is in fine condition for the raising of the plant, and will last a long time under proper management, which they propose to see that it gets.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Which kind of tobacco shall we raise in the valley to suit the buyers and the packer, broad leaf or Havana seed? These are the two leading kinds grown by the farmers of the valley, and these are enough without turning to the raising of tented Sumatra, for from all reports the prices of the latter are not so high in proportion to the cost of raising as to make it desirable for the average farmer to indulge in, and in all probability only the broad leaf and Havana will be raised to any great extent for the present. When the farmers began to raise the Havana it was said by many that the Havana was the more preferable on account of its easier handling, and that was not the only reason. The buyers liked the broad leaf over and above the old seed for its better burning qualities and for the fine glossy appearance. At that time it showed a finer surface than did the old seed. for it had been raised here only a few years, and the shape and coloring of the leaf were fine in comparison with the old seed. But the tobacco has been raised here so long that the gloss has faded from the surface, the lustre has left it and it has become the color of the old seed. No doubt more pounds can be raised to the acre, but its superiority over the old seed has vanished with its glossy appearance. It is not so elastic as formerly; the form of the leaf has changed to a more pointed leaf, much longer and wider, with a larger vein, and its real worth as a wrapper has diminished in proportion to the size of the leaf. In point of fact it is approaching the broad leaf type as fast as climatic changes can operate. If the farmers will procure seed that has not been grown here for more than six or seven years, they will produce a tobacco that will bring to the grower as much or more money than can be procured by the tobacco now raised and called Havana seed; for there is now little resemblance to the Havana as raised fifteen or twenty years ago. The Havana as commonly grown is fast losing its toughness and it has to be handled almost as carefully as the old seed.

Our correspondents write:

Conway, Mass.—Nothing done about tobacco beds here yet, but the thaw of the last few days has taken the snow off,

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK CHICAGO ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

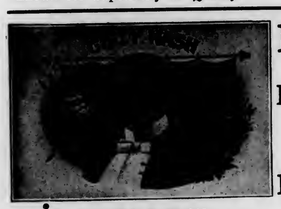
M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
Successor to J. Neff
MANUFACTURER OF
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
HIGH-GRADE
Domestic
CIGARS
Hanover, Pa.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.



P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS HUTCHINSON / BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION THERE IS STRENGTH
TRADE MARK REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

M. H. Clark & Bro Cable Address "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY
Clarksville, Tenn

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Hopkinsville, Ky.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

so we will be thinking about them soon About the same acreage will be raised this year as last I think."

Montague, Mass.: "About the same acreage will be grown in town. About all the tobacco grown in Montague is raised in the southern part of the township. No seed beds are being made yet."

North Hatfield: "I report the sale of the remnant of crop of R. M. Swift, about 1,700 pounds, at private terms."

Wethersfield, Ct.: "The acreage of tobacco here will be about as usual There is some tobacco still hanging, we not having enough warm rains to take it down this winter All of it is sold. Latest crops sold were those of James Eagan, James R. Anderson, E. R. Smith to Havemeyer & Vigelius, who have bought most here assorting and packing at Warner & Adams' packing house."

Suffield, Ct.: "There is not much tobacco selling just now, although I hear of two sales at good prices. Loads of tobacco pass by every few days to be delivered that were sold some time ago. Also load after load of cottonseed meal that is to be used as fertilizer for the next crop."

Bradstreet, Mass: "I report the sale of Henry S. Moore's crop of tobacco to Carl, of Hatfield; some five acres in the lot, sold cased, I think. There is only one lot left in growers' hands, L. H. Wights, which is now in the sweat room of L. F. Graves of Whately."—American Cultivator.

EDGERTON, WIS.

The annual spring break up of the roads has begun to interfere with tobacco movements in the country, curtailing riding and delivery of purchases; but despite these impediments business is pushed in some quarters and under more favorable conditions the volume of sales would be fully maintained. The bulk of recent sales are made at moderate prices such as would move the balance of the crop, the following being samples:

J. M. Estes, 10a and 7 and 2c
J. Christianson, 16a at 7½ and 2c
E. Gunderson, 9a at 7 and 2c
O. Greteback, 7a at 6¾ and 2c
B. Gjestad, 12a at 8 and 2c
M. C. Olson, 8a at 6½ and 2a
W. LaFay, 8a at 6¼ and 2c
N. Olson, 8a at 6 and 2c

Old leaf is becoming scarce in country hands and scattering lots are being steadily hunted. Halverson & Bitters sold 60cs of '03 and Ole Jacobson 104cs of '01 to Weil & Co.

The deliveries are well along and packers have an abundance of stock on hand that will ensure steady work until the end of the season which promises to run with some firms well into the summer months.

Growers are anticipating an early spring. There is but little frost in the ground and a few days of warm weather is only needed to see the plant beds under way.

Shipments were 500 cases—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 383 hhds, offerings on the breaks 17 hhds, public and private sales, 25 hhds, almost entirely old crop at firm and unchanged prices. The new crop is selling relatively much higher than the old tobacco.

We have spring weather now, and the deliveries are full to the prizing houses, which pass from there to the sale ware houses, from whom the planters can obtain advances of money.

The Association reports large signing of pledges for a full reduction of plantings this year.

For old tobacco we quote:

Low Lugs	$3.50 to $3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.75 to 5.50
Common Leaf	5.75 to 6.75
Medium Leaf	7.00 to 8.00

PATENTS RELATING to TOBACCO, Etc.

785,476 Match making machine; F. Czerweny, Deutschlandsberg, Austria-Hungary.

785,416 Cigar vending machine; Melvin L. Frank, St. Louis, Mo.

785,672 Cigar cutter and match deliverer; Otto Jaeger, Philadelphia, Pa.

785,500 Pocket safety-match holder; Julius Karpen, Chicago, Ill.

785,377 Cigar holder and ash receptacle; Jesse G. Poppert, Milwaukee, Wis.

785,688 Cigar rolling machine; A. F. Wallbillich, Princebay, N. Y.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

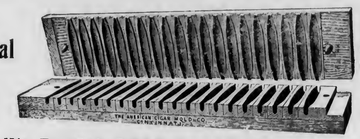
W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader:
WEALTH PRODUCER Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

Vertical Top  Solid and Durable
We Furnish BEST GRADE CIGAR MOLD.
Our Prices are the Lowest
Sample Sections Free.
THE AMERICAN CIGAR MOLD CO.,
1935--1937 Western Avenue, Cincinnati, Ohio

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty Metal Printed Labels

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

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Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only
Ephrata, Pa

FACTORIES:—One at Ephrata, two at Hahnstown, one at Martindale, two at Terre Hill, one at Fritztown.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

A. T. CO. REPRESENTATIVE TALKS.

Thinks Owensboro Will Lose Prestige as Second Largest Market.

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"It is an interesting fact, but there are those who do not know that Owensboro is the largest loose leaf tobacco market in the world, with the single exception of Danville, Va. The way matters are working now Owensboro will lose this prestige and it will go to Louisville, as the Equity plan seems to be to store and sell the tobacco from this region in Louisville. This does not matter much to my company. We have bought as much as 4,000,000 pounds in Louisville before in one year and while we would much prefer to buy large quantities in Owensboro, we can buy it in Louisville just as well. It is probable that not more than 18,000,000 pounds will be sold in Owensboro of the 1904 crop. This is a big falling off from last year. The crop of 1904 is only about sixty per cent. of the crop of 1903. At this rate the prices are about on this proportion: Where we paid $4 last year we are paying $5.60 this year, and for the quality that we paid $5 last year we are now paying $7, with other prices in proportion. It would seem, then, that the withholding by the organized farmers has had little or no effect on the market price.

"Lastly, a fact worth mentioning and which some overlook is this; there are now in Louisville and for sale 6,700 hogsheads of tobacco and in Owensboro and for sale 1,000 hogsheads."

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Business Changes, Fires, Etc.

California

San Francisco—S Hoffman, cigars; meeting of creditors held

Connecticut

Bridgeport—Jacob Arnold estate, cigar mfr; bill of sale to W A Arnold

Illinois

Chicago—E Eshert, cigars; bill of sale, $1,500——Louis Von Klein, cigars; sold out.—A L West, cigars, etc; bill of sale, $1

Genoa—Kanies Bros, cigar mfrs; quit business

Indiana

Indianapolis—Wm H Dodds, retail cigars, etc; receiver appointed

Iowa

Mapleton—John H Vogel, cigar mfr; succeeded by H V Chapin

Louisiana

New Orleans—Guirand & Kiefer, retail cigars and tobacco; dissolved. M Guirand succeeds

Maine

Guilford—C Sperindio, cigars, etc; chattel mtge, $400

Marylaud

Baltimore—United Cigar Co, receiver appointed

Massachusetts

Boston—John Ceimerblatt, manufacturer, and retail cigars and tobacco; chattel mtge, $1,500, discharged——James P Whelan & Co. James P Whelan, proprietor, leaf tobacco; chattel mtge, $200

Chelsea—Wm Kotzen, cigars and tobacco; chattel mtge, $250

Pepperell—Ralph Scipioni, cigars, etc; chattel mtge, $200

Westfield—M E Shattuck Cigar and Tobacco Co. damaged by fire

New York

New York City—J Eisler, cigar mfr; damaged by fire

Ohio

Dayton—J Roberts, cigars, etc; succeeded by Roberts & Moore

Pennsylvania

Harrisburg—C A Straub, cigars; satisfied judgment, $282

Lebanon—Mrs M J Long, Justice Cigar Factory; judgments, $18,739

Reading—Newcomet & Newcomet, cigar mfrs; dissolved

Scranton—F W Stahlheber, cigars, etc; judgment, $425

South Carolina

Charleston—H Bakerding, cigars and tobacco; dead

Summerville—John Lovatt, cigars, etc; dead

Utah

Ogden—Theo Phurmar, cigars; sold to C H Myers

Wisconsin

Sheboygan—Adam Herringer, cigar mfr; real estate mtge, $600

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
ENGRAVING EMBOSSING
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free
The Most Popular Flavors Since 1855.
Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

Combination
SCRAP
--Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories
J. L. METZGER Tobacco Co.
Dealers in LEAF TOBACCO
LANCASTER, PA.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
Le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 Lawrence St
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

VIRGINIA PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK

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New York City—J Eisler, cigar mfr; damaged by fire

Ohio

Dayton—J Roberts, cigars, etc; succeeded by Roberts & Moore

Pennsylvania

Harrisburg—C A Straub, cigars; satisfied judgment, $282

Lebanon—Mrs M J Long, Justice Cigar Factory; judgments, $18,739

Reading—Newcomet & Newcomet, cigar mfrs; dissolved

Scranton—F W Stahlheber, cigars, etc; judgment, $425

South Carolina

Charleston—H Bakerding, cigars and tobacco; dead

Summerville—John Lovatt, cigars, etc; dead

Utah

Ogden—Theo Phurmar, cigars; sold to C H Myers

Wisconsin

Sheboygan—Adam Herringer, cigar mfr; real estate mtge, $600

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke.
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited — Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS — METAL PRINTED LABELS
ENGRAVING — EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING — SPECIAL DESIGNS

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

ALBERT FRIES — HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free
The Most Popular Flavor Since 1855.
Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best

Combination SCRAP --Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories
J. L. METZGER Tobacco Co.
Dealers in LEAF TOBACCO
LANCASTER, PA.

E. RENNINGER,
Established 1889.
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents — Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
Le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 Lawrence St.
Philadelphia
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ◇ HAVANA
IMPORTERS OF
123 N. THIRD ST.
PHILADELPHIA

THE WAY AND THE MEANS

¶ There are more ways than ONE to do everything—but every way isn't the BEST way.

¶ If it is any part of your business to produce GOOD cigars, you need GOOD Cigar Tools.

¶ NATIONAL TOOLS are just a little bit BETTER—and a little bit CHEAPER—than YOUR tools.

¶ Because we have the patents, the skilled labor, unusual manufacturing and selling advantages, and we know our business.

¶ NATIONAL CIGAR CUTTERS, gauged correctly, riveted handle, self-sharpening knife, tempered tool steel, and pure brass spring.

¶ NATIONAL CIGAR BOARDS, hard, strong, heavy and smooth; no knots, streaks or spots; can't warp or split.

¶ NATIONAL CIGAR KNIVES and CUBAN BLADES hold their edge and never botch the job.

¶ Another thing, we don't charge several prices for NATIONAL TOOLS, and we give your money back if they don't suit.

¶ Ask for our Special Proposition, meant particularly for YOU.

¶ The coupon brings it.

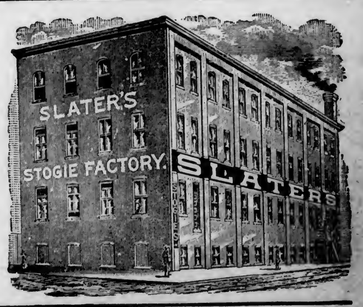
CUT THIS OFF AND MAIL IT.
NATIONAL SELLING CO., ALLENTOWN, PA.
Give me prices and particulars, and send your complete catalogue.
NAME.....
ADDRESS.....
State whether you are a dealer, cigar manufacturer, or user.

NATIONAL SELLING CO.
ALLENTOWN PA.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address—
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER **STOGIES**
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



E. ROSENWALD & BRO.

S. D. F.

THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXV., No. 14.

PHILADELPHIA and NEW YORK, APRIL 5, 1905.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents

We are extensive purchasers of

The New Crop,

But if, after looking at

The New Sumatra,

You decide to buy

Old Tobacco,

write to

H. DUYS & CO.
170 Water Street,
New York

The Largest Exclusive Sumatra House

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

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PHILADELPHIA SMOKE VETTERLEIN BROS.' SABOROSO PHILADELPHIA CIGARS BOSTON

MANETO CIGAR

GUMPERT BRO'S. Manufacturers

VIRTUE LIBERTY AND INDEPENDENCE

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IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
D&T
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Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
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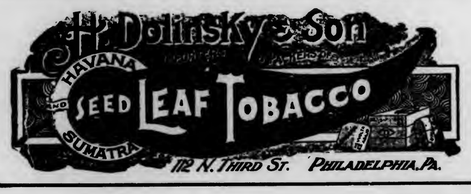
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.



The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
Title & Design Registered.
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

LAUGH, BUT BE SURE THE WORLD LAUGHS WITH YOU.

A pleasant smile is a good asset for a traveling man, and a hearty laugh is a better, provided the latter is backed up by a proper amount of judgment. Many a man has sold many a bill of goods on the strength of two or three laughs in the right place, but they have got to be in the right place.

A goodly number of persons who were born without a sense of humor, and have recognized the fact have adopted as a means of concealing it, the simple expedient of laughing very frequently, trusting to luck in hitting the right times, or else being regarded as unusually expert in the detection of humor.

The trouble is that these persons fall down on the proposition too often for their own good and so the plan isn't a safe one. Every man wants you to laugh with him, but the minute he suspects you of laughing at him, you are a gone goose.

There is one salesman I have in mind at this moment, who is accounted a fair salesman but who is compelled to avoid certain houses which used to be good customers of his employer because he can't get along with the people. He told me once that he had offended them he supposed, but he couldn't for the life of him tell how.

"I've always treated 'em right," he said, "and I know positively they never had a legitimate kick on what they ordered from my samples. But the air grew chilly in their direction and I got so I noticed an air of constraint everytime I went in their places, so I thought it was the best policy to cut it out and let the house try to get the business in some other way. If I believed it would do any good, I would ask one or two buyers outright what was the matter, but I knew I'd get no satisfaction."

I had an idea at the time that I sensed the trouble, but forgot about the matter till one day I happened to be in conversation with one of the very buyers that had been mentioned, when this salesman passed us in the hotel lobby where we were sitting.

Some remark was made about him, and I said: "Are you buying anything from his people, now?"

"No," was the answer, "I'm not. The goods were always satisfactory, although I can do just as well elsewhere, but the principal reason is that I don't care to do business with this particular salesman, I don't like his methods."

This buyer and I were pretty good acquaintances, and some time later in the conversation when we were discussing the characteristics of a mutual friend, the buyer of his own accord reverted to the salesman, in order to illustrate a point he was making.

"Now, there's that fellow," he said. "If you ever had much to do with him, you will appreciate it when I say that he illustrates just what I'm trying to tell you. When he first began to come to my place I thought he was a jolly good fellow; always had a good word and a laugh and never seemed down in the mouth. Well he laughed so much when he was in my company, fully half of which emotion I was unable to trace to any irresistible humor on my part, that I began to chafe under it.

"It got so the laugh grated on me, and I began to hesitate before I uttered a remark in order to rid it of any germ of humor. The best I got was always a happy, silly laugh, though, and it finally got on my nerves. I thought the man must either be an idiot or was trying to kid me, and I dreaded his approach.

"One day the boss, who is abroad most of his time, was in the office when this man sailed in, and I couldn't get out of introducing him. Now, you've met the boss and you know what a serious, earnest old proposition he is. Moreover, I discovered long ago, that in spite of the fact that he is engrossed in his business, he is as sensitive and suspscious as a woman, and if the same qualities existed in a younger man I would call it self consciousness.

"The bane of the old man's life is his possession of that nose of his. He never drinks a drop, but you know how bulbous and red it is, and the contrast is so sharp with his otherwise pale face. I skate mighty slow around that nose, and found out long since, that he imagined things about it that nobody would dream of.

"Well, the salesman shook hands cordially, and expressed his pleasure at meeting the head of the firm with which his people had been dealing so long.

(Concluded on page 36)

Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia.
Hollard's

F. V. ESHLEMAN,
1600 Arch Street, Philadelphia,
MAKER OF

HAVANA CIGARS
A Cigar of Real Quality, made in various sizes, ranging from $35 to $300 per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

THERE are entirely too many cigar dealers who think too much of present sales and too little of future business. They will take a chance of disappointing a customer when he begins to use his purchase, for the sake of making the sale.

That is such an obviously penny wise, pound foolish proposition that it is astonishing that anyone would adopt it, but the number who lose business this way is surprising.

Remember that you expect to be in business next year and the year after that, and in five years; in fact as long as the business pays you, which won't be long if you do business from day to day.

There are numerous cases where it would be the height of folly to call the customer's attention to some slight and unimportant defect which he would probably never discover himself. Such overdeveloped honesty on your part would receive no credit, in fact it might make the customer suspicious that you were trying to get him off his guard in order to do him in some larger way.

But never under any circumstances allow a man to walk out of the store with goods which he bought under any misunderstanding, however slight. Don't promise anything for your goods that you know they cannot fulfill. If a cigar is worth five cents by the hundred to a smoker it is better to convince him that they are worth five cents, than to give him the idea while he is buying them that he is getting a ten cent article. It is true that 50 per cent. of the men who come in your store are no real judges of quality, but if you get a man's ideas way up, the tendency will be, when he comes to smoke the cigar, to believe it poorer than it really is.

The result is either a lost customer or one who will never after believe anything you tell him; whereas if he had not expected a great deal of the cigar, he would be likely to believe it better than he paid for, as every man likes to persuade himself that he has got good quality for his money, provided he did it himself.

There is one well known dealer in Philadelphia who has a large box trade and whose customers are nearly all regulars. Whenever any cigars are sold in this store the man who is selling them says emphatically to the customer something like this:

"If there is anything about these that doesn't satisfy you I want them back. No matter what it is, if you aren't entirely suited, I want you to let me buy them back or exchange them."

There are very few cigars come back, for if by accident there were something a little off color, the customer would regard the dealer in such a kindly light that he would not mention it. And aside from this point, the dealer in question makes it a point to know what goes over his counter, so that he always feels safe in making such an offer. That's the reason he serves the same men day after day.

A GENUINE FIRE SALE.

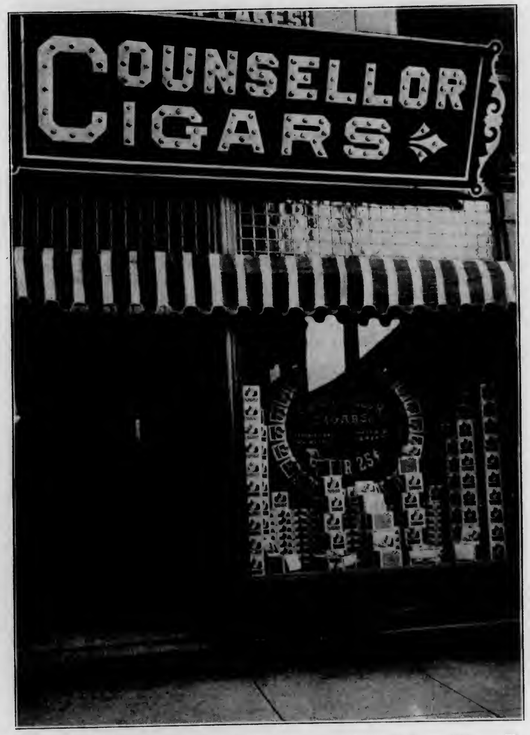
A CORRESPONDENT sends an interesting description of the preparations which are being made for a genuine fire sale in his town, where some of the cigars have not only come through fire, but have been more or less injured by water. Sometimes a manufacturer or dealer after a fire in his place, is unable to get fair prices for his goods, even for those which may have been entirely unharmed. This is because the Kiefer drug house was burned. There are thousands of these cigars scattered over the floor of this room. Many of them are beyond redemption. Many are not. Since the fire they have been drying out on the floor of the storeroom, three men turning them from time to time with shovels and pitchforks. For the last few weeks the three men have been going over them, assorting those that can be redeemed and sold as fire sale stock Only about one fourth of the cigars can be used and the remainder will be thrown away or disposed of otherwise.

public is suspicious of the stock and is afraid it will be buying water-logged goods.

The fire spoken of by this correspondent occurred in the establishment of the Keifer Drug Company, in Indianapolis, Ind., and in the storeroom of this concern cigars of all shapes and varieties have been strewn over the floor for some days so that those that are least damp can dry out.

The cigars are those rescued from the big fire several weeks ago when the

RECENT CATCHY DISPLAY OF "COUNSELLOR" CIGARS.



The well known brand is manufactured by Allen R. Cressman's Sons, Sellersville, Pa.

MANY RETAILERS who are wondering why the spring trade doesn't boom more swiftly forget the fact that a large proportion of their male customers are laying in a stock of spring clothing and regard it as a time for economizing in other directions. This hits the cigar man as well as the liquor dealer, and the condition is likely to last pretty well up to Easter. Particularly if a man has been induced by a wily tailor to pay more for his clothes than he expected, he will cut down sharply on his habits such as smoking.

TIPS FOR THE CLERK.

MAKE it a point to make a favorable impression on a customer whenever you can. Show him clearly, and you can do that in five seconds by your very manner, that you are entirely at his service. Don't pick out the best dressed men to be the most civil to. You are not running a tailor shop, and while you can't afford to dress carelessly yourself, there are plenty of men who can. Russell Sage is one of the least swell men in the world, when it comes to clothes.

Above all, don't take it for granted that a man whose trousers aren't pressed and whose hat is a bit frayed on the binding, is going to buy stogies. A man may be careless enough to be willing to look cheap, but he isn't willing to be considered so, particularly at sight, by a clerk in a store.

Cultivate the habit of remembering what a man buys so that when he comes in again you can be ready for him. This may seem like a hard proposition, but it comes very easy after a while, and you will be able to do it unconsciously. When a man enters a store the second time and discovers that he and his tastes have been remembered, he will be tickled to death and will be sure to come back again.

When you are waiting on a customer who has an idea of what he wants but, perhaps, hesitates a little, let him exercise his own choice. Don't try to change it unless he asks directly for your advice and you feel that you are able to benefit him by your superior knowledge of the goods. Never under any circumstances, switch on him because the jobber's price on the goods you want him to buy may be little lower.

Always, if possible, give him what he wants. When he gets that, he has no chance to complain, provided the goods are up to standard. If he has bought at your suggestion, and afterward imagines something is wrong with it, he will put you down on his black list at once.

If a customer enters the store and asks for an article which you don't handle, don't try to convey the idea that you haven't got it because you don't think it is good enough for you to have in your stock. Neither work the "just as good" racket. In the first case you are insulting the customer by accusing him of buying something that isn't worth selling, and in the second he will think you are stringing him to make a sale.

By insulting his judgment you send him away mad, when left to himself he might have bought something. You can reply pleasantly that you are out of what he wants, or aren't handling it just now, and then mention a number of other brands which you have got, that are similar in quality to what he has asked for. Don't volunteer the statement that they are just as good or better but allow him to infer as much. If he asks you, then you have a right to express your opinion.

Never hesitate to take down boxes because of the bother of putting them back again. Your game is to be just as courteous and obliging to the man who looks at 5,000 cigars and buys one as to the customer who looks in the door and orders "a hundred more sent around." You never can tell when that courtesy will reap manifold results.

TO SAVE MONEY
A MERCHANT MUST
BE UP TO DATE

Old Methods

Were all right in their time, but the man who clings to them is sure to fail. The man who succeeds today takes advantage of every new method.

Today 436,000 Merchants

Are using up-to-date methods in handling the money received in their stores.

A National Cash Register

Means less work in handling cash: less worry: less bother and more money.

MODERN CASH REGISTER

CUT OFF HERE AND MAIL TO US TODAY

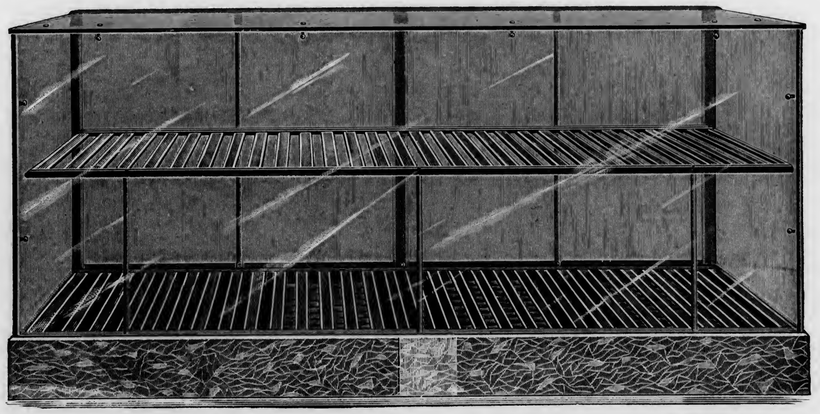
NATIONAL CASH REGISTER CO., DAYTON, O.

I own a_____store. Please explain what kind of a register is best suited for my business. This does not obligate me to buy.

Name
Address
No. Clerks

The Tobacco World.

"THE 400's" CIGAR CASE.



ARE YOU IN IT? Supplying "The 400" with their favorite Cigars? If not, "GET IN IT"

By using "The 400's" Cigar Case. This new and elegant style of case is made without frame, either of wood to get shabby, or metal to tarnish and require cleaning. Nothing exposed to wear or view except Plate Glass and Marble. All cases are fitted with racks and water trays. Dimensions as follows: Top light, 26 inches wide; front light, 34 inches wide; marble base, 7¼ inches wide; 42 inches high over all. These dimensions can be varied. Made any length from three to fourteen feet with one light in top and front. Price, $9.50 per foot.

F. POLLARD, Manufacturer of Show Cases

33-37 Bethune St., NEW YORK
734 & 736 Superior St., CLEVELAND, O.
949 Liberty St., PITTSBURG, PA.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM,
119 North Third St., PHILADELPHIA
GEO. W. BREMER, Jr.
WALTER T. BREMER.
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA.

S. Weinberg,
IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

MARKET QUIETER, BUT HAVANA TOBACCO STILL MOVING.

Many Buyers Left the Island During the Week, but Commission Houses are Receiving Sufficiently Heavy Orders to Show that the Demand in the North Continues Healthy.

[Special Correspondence of The Tobacco World.]

HAVANA, March 27, 1905.

As the number of fresh buyers from the United States has fallen off and the majority of the late customers departed last week, the market naturally has become quieter, but notwithstanding the fact that the off season has set in, it seems that some commission houses have received orders for certain styles, thus indicating that business in the north for Havana tobacco must be in a good healthy state, and that there is a strong demand even at advanced figures.

The export houses have also received orders to forward some stock held here in storage, thus making the movement for the past week reach 4,023 bales, all of which were shipped to the United States. Besides these the Spanish mail steamer Alfonso XIII. cleared on the 20th inst. with 2,735 bales for Coruna and Santander, destined for the Spanish Regie, and shipped by Sobrinos de A. Gonzalez.

There are still some stocks left here of the old crop for which the holders show no anxiety to accept lower prices, as the opinion seems to prevail that the new crop may be deficient in the quantity of fillers needed for the American market, and for Europe.

The weather continues dry and hot, thus retarding operations in the country. The harvesting period in the Vuelta Abajo and Partidos is finished, while in the Remedios section there is still some tobacco in the fields. It will all, however, depend upon the question whether this part of the crop, when out, will have a chance to dry off sufficiently before the rainy season commences.

People who judge by former experience claim there is only one chance in a hundred that the so called "primavera" or spring tobacco has ever given good results, as it is liable to rot or otherwise will be of no heavy quality, or what is termed here "pajizo" (like straw). The pretensions of the farmers are very high all over the country, and while dealers and packers are holding off in hopes of being able to do better later on, it looks as if the prices for the 1905 crop will rule higher than last year.

Part of a lot of "libra de pie" which arrived here from the Remates section shows signs of rot, indicating that it has been packed too fresh, or with too much betun, while another lot which evidently has been packed too dry is not entering into fermentation, which is a rather unfavorable symptom; although it would be rash to form a judgment from these occurrences as to the nature of the 1905 crop.

In any event there will be a portion of fine leaf, while undoubtedly there will also be some poor tobacco as is the case every year. Until the tobacco has emerged from the piles and has had its first curing process by fermentation, it is still all guess work as to the quality and colors. This process may improve or deteriorate the crop, and competent judges say that nobody can tell anything beforehand; although there are always lots of people willing to guess or proclaim their opinions. The wise ones are not so ready to commit themselves.

Sales

last week are reported as 2,185 bales in all, or 1,600 bales of Vuelta Abajo, 35 of Partido and 550 of Remedios. The American buyers are credited with 1,935 bales, and the local factories with 230.

Buyers Come and Go.

Arrivals:—William Pauly, of Elgin, Ill.; Luis Martinez, of L. Martinez Havana Co., and John Wardlow, President of the Ruy Lopez Cigar Co., Key West; Otto Sartorious, of Sartorious & Co., New York.

Departures:—George Mitchelson, for St. Paul, Minn.; William Pauly, of Elgin, Ill.; S. L. Johns, for McSherrystown, Pa.; John Creagh, for Philadelphia; Vicente Guerra, for Tampa; D. Nussbaum, Avelino Pazos, Dave Goldberg, Wm. Baeder, Manuel Lopez, M. Heuman, and George Wyatt, for New York.

Havana Cigar Manufacturers

were kept more or less busy this week attending to the orders of the American fleet, as the officers and even the marines and sailors each contributed to leave their obulos with them. Otherwise the business is rather quiet with them, excepting a few of the favored ones.

Exports per steamer Morro Castle were 3,632,209 cigars.

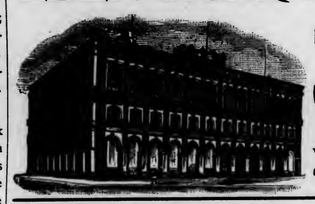
H. Upmann & Co. are still qiute busy and receive enough orders from everywhere. They shipped last week 425,000 cigars of their famous H. Upmann brand, and of other independent manufacturers.

Cifuentus, Fernandez & Co. have no change to report in their Partagas factory, as new orders are continually arriving to take the place of the filled ones.

Por Larranaga is getting her share of the business that is going, thanks to the

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

PARTAGAS
Independent Cigar Factory
The Oldest Brand — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26. Habana, Cuba.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

JOAQUIN HEDESA
Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
83a Amistad St., Habana, Cuba.
Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

S. Jorge — Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

Bruno Diaz — R. Rodrigues
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

alertness of Don Antonio J. Rivero, the manager, who is doing everything in his power to please his customers.

Sol—Don Carlos Behrens reports business as steady, and says that the Sol cigars were also in big demand among the officers of the American fleet, so much so, that they were unable to get off other pending orders, as the officers had the preference owing to their departure last Saturday. Don Carlos Behrens intends to leave for the Vuelta Abajo, next week, to arrange for making a packing of the new crop.

Ramon Allones is busy, and it is stated that the officers of the American fleet left two thousand dollars with Rabell, Costa, Vales & Co., for cigars furnished to them.

J. F. Rocha & Co. do not complain although the Crepusculo factory is perhaps a trifle less busy now than during the active season.

Remigio Lopez y Hno have a fair call for La Mas Fermosa and Magnetica de Cuba from the United States.

Buying, Selling and Other Notes of Interest.

Pantaleon F. Carcaba bought 600 bales of Vuelta Abajo for Garcia, Vega & Carcaba.

Loeb-Nunz Havana Co. did a good business in selling 535 bales of Vuelta Abajo, Partido and Remedios. Leopold Loeb, the President, will leave next Tuesday, for Philadelphia, after having made good use of his time in selling goods right here on the spot, besides having made arrangements for packing extensively this year in the Vuelta Abajo, Partido and Remedios sections.

A. Pazos & Co. disposed of 200 bales of Vuelta Abajo, while Don Avelino was still here. This house is also going to pack largely in the Vuelta Abajo and Partido.

Vicente Guerra made some good purchases of Vuelta Abajo leaf for his Tampa factory.

Gonzalez, Benitez & Co. turned over 200 bales of Vuelta Abajo and Remedios.

John Wardlow is said to have bought some fine vegas of Vuelta Abajo which have been reserved for him.

Bruno Diaz & Co. closed one transaction of 150 bales of Vuelta Abajo last week.

The demise of Jacob Bernheim which became known here last week, has caused no surprise as he had been reported as dangerously sick some time ago. The "Diario de la Marina" a local Spanish newspaper, paid him a glowing tribute, and the trade here extends its sympathy to his surviving sons, Isaac and Henry.

Voneiff & Vidal Cruz have been doing a good business during the long stay of Don Pancho Vidal Cruz at Tampa, although the latter is expected back here tomorrow

A. N. Calzada & Co. sold 100 bales of Remedios last week.

Jose F. Rocha disposed of 100 bales of Vuelta Abajo.

Garcia & Co. were kept busy. They shipped 438 bales by the steamer Morro Castle, and still hold some choice vegas of Vuelta Abajo.

Sobrinos de V. Diaz turned over 150 bales of Vuelta Abajo and Remedios.

Don Narciso Gonzalez went to the country to look after his coming escojida.

The American fleet was dined and wined here last week, and Havana donned its holiday attire. Both the officers and men were sorry to leave, and the Cubans themselves saw them depart with regret.

S. L. Goldberg e Hijos reported sales of 788 bales of Vuelta Abajo and Remedios. Dave and his bride left by the Morro Castle, while Sydney is getting ready to supervise his escojida in the Vuelta Abajo and Alquizar. He intends to start up the latter just as soon as the weather will permit, as he has made some heavy purchases of Tumbadero leaf.

Receipts From the Country

	Week Ending Mar. 25. Bales	Since Jan. 1. Bales
Vuelta Abajo	373	8,570
Semi Vuelta	36	782
Partido	140	1,599
Matanzas	—	5
S. Clara & Remedios	64	8,560
Santiago de Cuba	—	4,633
Total	613	24,149

WILL TAKE BACK CIGARETTES.

American Tobacco Co. Will Save Loss To Dealers Under New Law.

Columbus, Ind., April 1.

Tobacco dealers in this city have received notification from the American Tobacco Co., in New York, that the stock of cigarettes which the dealers have on hand will be taken by the company when the anti-cigarette law goes into effect.

Some of the dealers were about ready to cut the price to get rid of the stock on hand, but the news that the combine will redeem the goods will keep the price up until the day the act becomes a law.

—W. H. Ogden & Co., cigar manufacturers, of Binghamton, N. Y., have materially enlarged their factory on State street, and have increased the force of employes.

J. F. ROCHA & CO.
Manufacturers of the Celebrated Brands S. en C.
"Crepusculo," "Nene" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

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Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
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F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trasvali

R. & B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

H. & SCHOENER. CABLE ADDRESS "TACHUELA"

H. J. SCHOENER & Co
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET, NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HIRR."
Joseph Hirsch & Son
P. J. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, April 3, 1905.

Trade with the retailers last week was no better or no worse speaking in averages, than the week before, every pleasant day showing good returns. The bigger dealers are doing the greater part of the retail cigar business, nowadays, and the little man in a great many cases, is barely making expenses In numerous instances, the man who keeps a small store will go out to work during the day time and let his wife or a boy tend shop.

By this means he is able to meet expenses where he otherwise could not. It is extremely probable that his finish is in sight in this town, however, owing to the fact that the man who buys his cigars by the box will invariably go to one of the larger stores, and the smoker who buys his cigars one at a time will buy that one wherever he happens to be, which in this town is likely to be a saloon, drug store, restaurant or barber shop.

The good saloons in New York sell standard cigars to answer the demand, and a customer is no longer taking much of a chance when he orders cigars brought with the drinks. The man with the small shop does most of his business on cigarettes and smoking and chewing tobacco of the cheaper grades, and as his profits are small on these, he usually has hard work to get along.

• • •

The United Cigar Stores Company has secured 1292 Broadway, which has been the location of one of the Mercantile Cigar Co.'s stands, and while the new tenants will not state just what they intend to do with the building, as they already have a store running a few feet away it is regarded as probable that the company will either subject the new place, or use it itself for other purposes, being satisfied to remove the competition of the Mercantile establishment. This move shows how far reaching and important the real estate department of the chain stores company is becoming. There is no doubt that the company is in the game for keeps, and it would be interesting if a peep could be had at the local retail trade ten years ahead in order to see how the proposition had worked out.

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The manufacturers claim to be busy, and there is no reason why they should not be, or at least why they should not be filling orders. It is probable, however, that many of them are able to fill a good many of the orders which really are coming in, from the stock which has accumulated during the dull season for the retailers, when the men on the road found it like pulling hen's teeth to get an order out of a man.

Rather than haul in their horns a good many manufacturers kept their factories going, and the product began to pile up. This is now being got rid of, although most of the factories are still run on good time.

There was very little doing in the leaf market during the week and no transactions of any moment are recorded. Duys & Co. were showing their Sumatra purchases and it is understood that this firm was the first on the Philadelphia market with this line of goods. There was somewhat of a lull in the demand for all grades and as stocks are low in nearly every instance, the dealers aren't worrying. Old stock can still be sold without any trouble, but there was no great activity.

• • •

A number of revenue men were out in the city during the week taking a casual look over the cigar stores to find out whether the dealers were paying attention to the recent ruling of the department, particularly in connection with the use of empty cigar boxes for advertising purposes and in the form of window displays.

The Commissioner has reassured the trade by the statement that there is no law to prevent the use of genuine cigar boxes provided they have come from the factory full and been sold in the store. These can be used by the dealer himself for display purposes providing he does not allow them to go out of his possession without destroying the government marks. Dummies, however, must bear no official marks whatever.

• • •

Sydney J. Freeman, chairman of the Exposition committee of the Retail Cigar and Tobacco Association says that his contracts are all ready now and some of them will be sent out this week to those who have intimated a desire to close the deal as soon as possible. Interest in the affair remains keen, and Mr. Freeman says the committee will not have the slightest difficulty in getting rid of all the space it has to offer, in fact it now seems likely that it could have used considerable more. Some firms expect to spread themselves and will take a good deal of extra space in order to do it, and if such is the case in many instances, it will have its effect on the number of exhibits. To offset this, however, a little additional space has been given the committee over and above what it had expected which will allow perhaps 20 or 25 more exhibits.

• • •

H. Duys & Co. last week received a lot of Sumatra which the firm had purchased at the inscriptions, and which represents among the finest of the tobacco sold at Amsterdam. The trade will thus benefit by the enterprise shown by the company, which is characteristic.

• • •

The Falk Tobacco Company will move its New York office to 149 Broadway, sometime during the latter part of this month. The firm now has quarters at Warren and Church streets and the new location in the Singer building will be much more comfortable and attractive.

I. Masskoff, who has attracted attention on Broadway near Fulton street, by his slashing of prices is about to move into Rosenberg & Co's old Nassau street store. He is not able to remain on Broadway on account of building operations.

A new clear Havana brand with an attractive label named El Sustento, will shortly be put on the market by Stephen G. Condit. The cigar will be manufactured in 20 sizes, and the attractiveness of the package backed by the Condit reputation will send the smoke a long way in the right direction.

The A. H. Hillman Co. are now the local distributors for S. F. Hess & Co.'s Backbone chewing tobacco, packed in one dozen 1¼ oz. cuts in one pound tins at 45 cents.

William Bernstein, the Allen Tobacco Co.'s new advertising man, has gotten up some noticeable window displays of the company's products, notably their famous Telonette brand. These are scattered pretty well over town and are attracting considerable attention.

M. Simon, who has had a cigar store on Third avenue, pretty well up, for some years has removed to 64 East 116th street.

John L. Fielding, of Rothschild & Bro., left for Key West and Havana last Saturday, where he will remain some time.

Simon Batt, of Simon Batt & Co., who has been West as far as the coast, and Ysidro Pendas, of Y. Pendas & Alvarez, who has been in Havana, are back in town.

• • •

Straiton & Storm are pushing their Owl brand vigorously, and are spending a lot of money in the daily papers. In the Sun of Sunday is a large advertisement, the reading matter of which is printed inside the outline of a large owl. This consists of a receipt for catching an owl, and the reader is told to "warily approach a cigar store—open the door with care—tip toe up to the counter—place five cents on it, then with swift gliding movement put your hand in a box labelled Straiton & Storm's Owl cigar, pounce upon the first owl that comes to your hand—cut off the end—apply a match—lo! You have captured the best five cent cigar in the world." The distributors of the cigar are Geo. L. Storm & Co., 24 and 26 Murray street.

MOVING YORK COUNTY TOBACCO.

Nearly 200,000 Pounds of 1904 Leaf Transferred During the Week.

York, Pa., April 3, 1905.

The cigar industry of this county has not undergone much change for the past month, and trade is still reported as being quiet in many sections of the county, while in others there appears to be some improvement.

Several heavy shipments of York county tobacco of the 1904 crop were again made during the past week. About 80,000 pounds were consigned to H. H. Snyder, of Lancaster, who is packing for Otto Eisenlohr & Bros., large cigar manufacturers in Philadelphia.

70,000 pounds were sent to Lancaster for Sneeringer & Co., which had been bought by R. D. Zech, of this city.

35,000 pounds were sent to A. K. Mann, to be packed at his warehouse at Millersville, near Lancaster. This tobacco was bought for Mr. Mann by S. W. Hykes.

It is now practically confirmed that A. Sonneman & Sons is about the only local house that is packing any of last year's crop. They will probably have 1,000 cases.

Stamps to the amount of $93,000 were sold at the local office of the Ninth Internal Revenue District during March. These receipts are about $8,000 in excess of those of last month and about $1,500 less than those of the same month last year. The entire receipts of the quarter, totalling $269,000, are not as large as usual. This is due to the cigar industry in this county not being as flourishing at the present time as it was during the early part of last year.

Fourteen licenses for the opening and transferring of cigar factories and tobacco manufactories were granted during the month. This number is equal to that of the corresponding month of last year and is thought to be a good showing, inasmuch as the district of York county now contains more shops than ever before. Two of the new factories are to be located in this city, while another was taken out by a Littlestown cigar manufacturer.

Following are the licensees for March: Oggie Bell, 403 West Mason avenue, this city; George H. Lawson, Hanover; Harry C. Smith, Red Lion; Latimer Innerst, York, R. F. D. No. 2; Simon P. Kinard & Son, Wrightsville; Sarah J. Lutz, Winterstown, R. F. D. No. 1; George Graham, Wrightsville; Charles A. Bayler, rear of 213 South George street, York; Henry W. Shanebrook, Hanover; Charles W. Anstine, Bittersville; David Kyle, Dallastown; Sarah E. Gulden, Yoe; Samuel G. Runkle, Red Lion; Harry G. Duttera, Littlestown.

H. E. Raber, who was for some time with B. F. Abel, at Hellam, has opened a cigar factory in this city.

D. Curvin Kaltreider, a cigar manufacturer at Red Lion, has purchased a 50 feet lot at the corner of West Broadway and Park streets, in that borough, for $1,000.

J. F. Reichard, a leaf tobacco dealer at Craley, has made foundation excavations for the erection of a new leaf warehouse.

T. A. Winter, cigar manufacturer, formerly located at New Bridgeville, last week removed his factory to Craley.

W. C. Jackson, of East Prospect, contemplates removing his residence to Dallastown.

T. A. Myers, of T. A. Myers & Co., specialists in edgings and box trimming, manufacturers, of this city, has returned from a two week's pleasure trip to Hot Springs.

Gus Steffens has just made his initial trip through this section in the interest of Heywood, Strasser & Voigt, lithographers, of New York, and reports a very satisfactory trip.

Sam. Kaufman, with Wm. Steiner, Sons & Co., has also been here during the week. He says that Henry Steiner, of his firm, is expecting to visit this section during the next ten days.

H. E. Spannuth, with Lewis Bremer's Sons, L. F. Mueller, with Dohan & Taitt, both of Philadelphia, and R. R. Uhler, of Lebanon, were visiting leaf men here during the past week.

P. H. Grove, whose factory is located at Rye post office, has experienced a very satisfactory increase in his business since his removal from Loganville, where he was formerly located.

Bear Bros., of Zion's View, have had an exceptionally good trade this spring, and recently introduced a new brand which is meeting with fine success.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 93

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUSH,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84-85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Hester, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotte, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Established 1840. Cable "Nemph."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK
RICHMOND H. SMITH
HINDS SMITH

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Frost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

A Quick Seller—

Quo Vadis 5¢ Cigar

We sell lots of them, and so will you, if you'll only give them a trial.

There is no better nickel cigar made than our "Quo Vadis"—every one is a fragrant, pure and satisfying smoke.

It's the kind of cigars your customers will call for again, and even the most fastidious men enjoy their fine aroma.

Besides the big, fat **Diplomaticos,** which we told you about already, we also make a more slender shape, a real handsome **Concha Especial.** Both are of the same good quality and of the same reliable workmanship—strictly hand made.

We'll be pleased to send you a sample box of one or both sizes, and to tell you about our **Special Introductory Offer.**

You may return the samples at our expense if not satisfactory, or we allow you their cost from your first order for a thousand "Quo Vadis"—thus you'll not risk anything either way. Write us today—we want your trade.

Alfred Eyer & Co., Cigar Mfrs., Allentown, Pa.

G. H. SACHS

Manufacturer of

Best Grade Seed and Havana Hand-Made CIGARS

245 NORTH CONCORD ST.,
Lancaster, Pa.

Are you looking for a Good

PITTSBURG STOGIE?

"Jolly Fellows"

Hand Made IS THE NAME. Long Filler

MADE BY **Samuel Smith & Son,**

112-14-16 East Jefferson Street,

Special Prices to Jobbers
Mention Tobacco World

Allegheny, Pa.

TOBACCOS THAT SELL.

"DARK HORSE"—The fruit flavored scrap chewing.

"SILVER MOON"—The best granulated smoking for either pipe or cigarette. The smoke for the man who knows.

"BLACK THREADS"—The finest heavy long cut smoking manufactured.

"SUN TIME"—A long cut smoking that always gives satisfaction.

"RED SETTER"—The natural leaf scrap smoking.

"SCOUT" and **"OLE VIRGINY"**—Good grades of granulated smoking.

UNION MADE

UNIVERSAL COUPONS packed in each package for the consumer. Also **FIVE UNIVERSAL COUPONS** in each carton of **"DARK HORSE," "SILVER MOON,"** and **"BLACK THREADS,"** for the retailer.

Write us for samples and prices.

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For Cigar and Tobacco Factories and Leaf Tobacco Dealers.

MISTING SPRAYING
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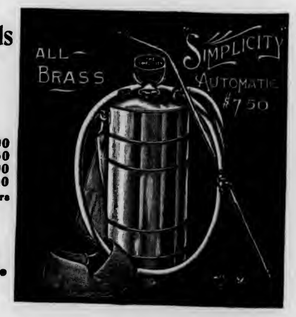
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.

Send for free Catalogue.



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Suc'ors to Nixon Nozzle & Mach. Co

DAYTON, O.

The JOHNS-BRASH CIGAR CO.

Manufacturers of the Celebrated

"UNCLE DAN"

Absolutely

Hand-Made

LONDRES AND PERFECTO SHAPES

Main Office:

Lancaster, Pa.

EDW. M. BRASH,
Sec'y & Treas.

DANVILLE, VA., WILL HAVE BIG INDUSTRIAL PLANT.

The Commercial Association Proposes to Establish a Joint Stock Tobacco Manufactory to Help Farmers to Compete Against the American Tobacco Co., to be Capitalized at Not Less Than $150,000.

Danville, Va., April 4.

The question of erecting in Danville a joint stock tobacco manufactory, such manufactory to produce goods in competition to the product of the American Tobacco Company, which idea has been advocated by the Commercial Association, is creating considerable gossip among the business men.

The proposed project, if successful, is to be capitalized at probably $150,000, the majority of the stock to be held by the farmers. It is intended in this way to have the farmers interested in the staple Virginia product, not only insofar as the actual production of the weed is concerned, but in the various evolutions of the article as it progresses towards a state fit for the mouth of the consumer.

The shares of the stock are to be small enough to be within the reach of all. By carrying out the plan proposed the producer of tobacco would be interested in the article from the time it is placed for sale in the stores, and would be benefited by the profits accruing not only from the first sale, but from the sale of the finished product.

Such a project as the one advanced by the Commercial Association has been launched in other places with more or less success—some of which places are not half so well located nor yet so robust in industrial growth as Danville. Every manufacturing plant erected in a place means so much money kept at home.

Such a business also has the effect of giving an outlet at home to the manufacture of the raw material produced on the farms, which, instead of being shipped to other places where profits will be made, and sold again at home at double the price, which latter profit might have been saved had the raw material been shaped within the confines of the raw material market, should be kept at home.

Ten or fifteen years ago there were thirty or more tobacco factories in active operation in this city. These factories employed thousands of laborers who are now either idle and a burden on the community or have drifted to other places.

In those days, too, tobacco sold on the open market at figures that made it to the interest of the planter to raise the weed in preference to other crops purchasing, if need be, the home supplies in the city. From six to eight millions of pounds of tobacco were manufactured yearly and placed on the markets of the world from Danville. The output of the manufactured weed in those days when the prices on tobacco were high, yielded to the city something like five to seven millions of dollars. In the place of that gigantic business there now stands the ghostly pile of brick representing what was once the hum of industry.

In the general development of the south, the farmer alone has been left out in the cold by his more progressive neighbors. He is fretting away his life in the same old channels, growing the same old crop, and selling his product at a figure that is more than changed from the conditions that surrounded the same crop during the days of his father. It is a matter of habit with the farmer to raise tobacco, and a habit that must change if he would get out of the rut and make good use of the opportunities before him.

These facts were realized in the formation in the city some years ago of the Inter State Farmers' Protective Association, of which H. C. Adams, of Red Oak, is President. This association has done a good work in stimulating the farmer to greater exertions in his own behalf—in showing him the necessity for diversifying his crops—of impressing upon him the necessity of holding his tobacco if need be until he can secure a price which is a reasonable advance over the cost to him of production.

It is believed that the idea which the Commercial Association has in mind of forming a stock company for the manufacture of the raw material with the farmer as a large holder in the concern will be the means of forcing a legitimate price for the loose leaf on the market and curtailing the operations of the so-called trust. The Commercial Association will not rest until something has been done in this direction—until the farmers have shown whether or not they will take part in the formation of such a business. The merchants of the city, too are talking of the venture in a favorable light.

W. R. DAUGHERTY & BRO.

Dallastown, Pa.

Manufacturers of

Fine Domestic Cigars

Highest Quality Finest Packages

Wholesale and Jobbing Trade only

Correspondence with Active Houses Invited

JAS. ADAIR A. R. REIFF

ADAIR & REIFF,

Packers and Dealers in

Domestic Leaf Tobacco

Office and Warehouses, YORK, PA.

We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

Established 1881 —THE— Incorporated 1902

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PHILADELPHIA, APRIL 5, 1905

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

THE LEAF BOARD OF TRADE'S PLAN.

The Philadelphia Leaf Tobacco Board of Trade proposes to adopt measures which it believes will infuse the organization with more vigor. Attention is here called to a letter which is being circulated by the Board and which appears in another column of the paper, and as announced in this, the first step in this missionary plan will be the giving of a dinner to the trade in Philadelphia on the 17th of this month.

Every leaf dealer in Philadelphia will be invited to this, and it is intended to be an informal gathering of men who have the same interests, which interests will be better conserved by mutual understanding and effort.

It is a self evident fact that the larger and more vigorous an organization the greater its power to accomplish important results for itself, and particularly when such matters as the Philippine controversy and question of dock weight are on the tapis, should the men who make up the trade stand shoulder to shoulder.

There is room for a considerably larger and yet more compact organization oft his character in Philadelphia, and it is evident from the manner in which the committee in charge of the movement is directing its efforts, that the city will soon have one.

A BILL which embodies more common sense than have the run of anti-cigarette measures is proposed by Representative Bringham, of Chouteau, Montana, who believes that his plan will be more effective and less injurious to the dealer, than any other bill yet proposed.

Representative Bringham's plan is to go after the consumer as well as the dealer. There is now a law in Montana providing a penalty for the sale of cigarettes to minors, but as is usually the case, the law is a dead letter. Should the proposed law pass, a youth under eighteen will be committing a misdemeanor if he smokes on the street or in any other public place. At home he may do as he chooses.

Thus any boy caught smoking can be arrested on sight, and in addition to being prosecuted himself, can be forced to tell where he procured his cigarettes or whatever form of smoking it may have been. Such a law really enforced would go a long way toward breaking up the objectionable part of the trade in cigarettes.

Arkansas legislators have also been thinking over the cigarette problem, but have dropped it as a bad job and the prohibitive bill that was started died an early death. Those who were responsible for this, took the attitude that it is practically impossible to stop cigarette smoking, and accordingly, it would be bad policy to pass a law that would not only prove impractical, but would excite an unwholesome contempt for the law as a power.

TO WORK off an old and pretty bad joke, the Mayor of Richmond must be afraid to go in a public restaurant for fear he might see the salad dressing. Indeed, the Mayor's purity of mind has no place in these rough days, and it is too bad that others should be obliged to suffer as a result of his peculiarities.

It is usually the case that these extraordinarily modest persons will strain at a gnat and cheerfully swallow a camel. The tobacco posters which the Mayor forbade the display of, had done duty elsewhere without exciting any riot of immorality and are exhibited even in Philadelphia without calling down the wrath of the Gibboney or occasioning any extra prayers.

By declaring that they were unfit for display in his city, the Mayor insulted the Richmond mind by inferring that its lecherous character could not bear the slightest excitement. The Mayor will probably soon have a bill passed establishing a municipal zenana, and forcing all bachelors to disrobe in the dark.

THE following from a medical authority in the London Lancet seems fairly conclusive:

In the course of my association with tobacco, about twenty-five years, I have known men all this time, working every day, to be inhaling tobacco dust or fumes produced in the process of manufacture. Uninterrupted good health is the general rule of all persons engaged in tobacco proceedings of every kind and generally of large consumers.

THE TAXING OF THE RETAILER FOR HIS OWN SALVATION.

The following very interesting letter has been received from a long established and important sub jobbing and retail concern in Germantown. As the reader will appreciate, the letter proceeds straight from the heart and contributes valuable evidence to the prima facie case which the "Old Salesman" tried to make out.

The Tobacco World is heartily in sympathy with the retailer in this matter and is willing to do anything in its power to bring about the taxing of that branch of the trade, which we sincerely believe is the best, and indeed only remedy.

Let us hear some more opinions, no matter on which side they may be. It is probable that every dealer has thought over the matter not once but many times and an interchange of thought will be helpful to those who are not finally satisfied in their own mind.—EDITOR.

Philadelphia, April 4, 1905.

Editor Tobacco World:

Dear Sir:—Upon reading your "Old Salesman's Musings" in the last issue of The Tobacco World, I cannot but congratulate you upon so splendid an article. His suggestions regarding the placing of a tax on the retail dealers in the tobacco and cigar business must I am sure meet with the hearty approval of all members of the trade, who desire to make an honest and legitimate livelihood out of our business.

As our worthy old salesman says, why should the druggist, the restaurant keeper, the grocer, the news stands and in fact most anyone and everyone who carries on some small business be allowed to steal our very existence from us?

To quote my own case in particular: (and I am sure there are hundreds of other tobacconists in this city who have the same cause to complain). In my locality are some of the largest steel and manufacturing plants that we have in the State, and I know positively that in said works, tobacco and cigars are sold by the employees during working hours.

These men, aside from realizing a profit from cigars, etc., also receive their weekly salary. Now the question is, why should these employees be allowed to do this and at the same time be exempt from all mercantile taxes, rents and other sundry expenses that we who are trying to live by our trade are compelled to pay?

I tell you, sir, that it is an injustice, and when I say that it has a most disastrous effect on the daily receipts, you will see that I have ample room for protesting against the depredations of these pirates. You will perhaps upon reading this say, why don't you appeal to the mercantile appraisers?

I have not made a direct appeal to these gentlemen, but I have indirectly done so to the above office when paying my mercantile tax (of course they never forget to let me have my annual tax), and it is mighty small consideration you get there

I should indeed welcome any advice that you or any of your staff would be pleased to offer me in my present predicament, for a continuance of this state of affairs will eventually eradicate a once prosperous business, one whose proprietor believes that the only salvation for this trouble is taxation, and let us have that good and heavy.

Thanking you in advance for any advice that you or any of your readers would be pleased to submit, I am, sir,

ONE WHO WOULD GLADLY BE TAXED.

The Philadelphia Tobacco Trade.

Here and There With the Retailers

While business was still picking up in the retail trade during the week, it did not have the snap it should have had considering the fine weather, and those dealers who were unable to report the amount of business which they believe the weather should have brought, came to the conclusion that a lot of their customers were laying off until after Easter.

This comes unusually late this year, just 20 days later than last, and in addition, spring has apparently begun earlier, so that if this is the cause of the lack of animation, the dealers lose both ways. Then again many men leave town at this time, either on business or pleasure, and it is a well known fact that the Philadelphia spring colony at Atlantic City grows larger every year. This hits into the box trade done by the larger stores which is the best end of the business.

The United Cigar Stores Co. has commenced alterations in its new store at Second and Market streets, heretofore occupied by the Bainbridge Shoe store, and General Manager Barney Greenburg expects to be open for business in a couple of weeks or so. The interior will be refashioned in the form which characterizes all the stores in the chain. The company will sublet the small store on the upper side which goes with the lease.

Quite a number of salesmen visited the trade during the week and voiced a practically unanimous declaration that things are rather slow on the road. Some of them blame it to the Lenten season during which so many consumers deny themselves. Among those who were seen during the week were: Victor Lopez, of Trujillo & Co., New York; Henry Kraus, of Kraus & Co., Baltimore; Arthur Lennox, of Manrara Bros. & Co., New York; Mr. Regensburg, of E. Regensburg & Sons, New York, and Leo Weiss, of the National Cuba Co.

The United Cigar Stores Co. designated last Wednesday as a "quadruple certificate" day on pipes and as a result, did a land office business in that class of goods. With every 25 cents worth bought, the customer received four certificates instead of one, and in order to take advantage of this, many customers loaded up with more pipes than they could burn up in a year.

In the window of James I. Hassan's cigar store, 6633 Woodland avenue, there is displayed a fine and interesting collection of war relics that is attracting much attention. The various articles were loaned by old soldiers that reside in the neighborhood or by the families of de ceased soldiers. The collection comprises swords, bayonets, pistols, daggers, muskets, bullets found at Gettysburg and Antietam, pieces of trees showing bullets imbedded in them, spurs, and various other articles. Some of the most interesting pieces are a piece of the bedstead on which Colonel Ellsworth died; an ink well from Jeff Davis' plantation in Mississippi; a flag which was used in the navy during the Mexican and Civil Wars; a mortar made from old bullets; a dagger, captured from one of Mosby's guerrilas; a flintlock musket which was carried during the wars of the Revolution and 1812, and knives, revolvers and arrow heads from the Philippines.

An interesting part of the exhibit is an oil painting, entitled, "Where is your regiment," a scene in the present war in the Far East. The picture is the work of Wash Anderson, of Paschall, and is a fine piece of amateur work.

Leaf Dealers' Jottings.

H. Duys & Co. were the first to offer any of the new Sumatra tobacco on the local market. They offered some of their fine purchases to the trade last Wednesday and made a sale.

The leaf market is still dull, most of the transactions being with out of town buyers. There is still the reluctance shown by buyers when they are given quotations, and while there was a fair movement in Havana, little else was done. Some houses are doing a little all the time, but no big buying has been recorded. If the manufacturers finally become convinced that waiting wont bring better prices, goods will move in a much more lively fashion.

Benjamin Labe and his son Jacob Labe, of B. Labe & Sons, both attended the inscriptlon at Rotterdam last Friday, and while they picked up a few bales, prices were still out of proportion, and it was considered better policy to wait a little longer. Mr. Labe believes that after the rush and excitement are over, prices will right themselves.

A. M. Lake will start next Monday on his regular trip for George Burghard. Mr. Lake has been detained thus far by illness.

George W. Newman, of Young & Newman, returned from the West this week, although he had expected to stay a week or ten days longer. Mr. Newman booked a good list of orders while he was away, and says he would have scooped in a lot more if it had not been for the nearly invariable tendency of manufacturers to buy just as small lots as they can get through with, in the hope that the next they get will be at better prices.

F. Eckerson, reports business to be satisfactory, particularly in Havana, of which the firm makes a specialty.

The Philadelphia Leaf Tobacco Board of Trade is today sending out a letter to every member of the leaf trade in Philadelphia which it is expected will accomplish important results looking to ward the benefit of the organization.

The present members of the Board feel that its membership list should include every local leaf tobacco dealer, and the dinner announced in the latter part of the letter is part of the plan to interest those in the trade who are not members. This affair was originally intended to take place at Essington in the afternoon, but it was thought that by having it in the evening and in the city, the attendance would be appreciably larger. The Board states that the dinner will not be an elaborate or excessively formal occasion, but is simply to constitute a friendly gathering of those whose interests are identical.

The letter is as follows:

"Gentlemen:—The seventh annual

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

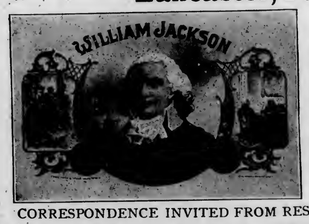
Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

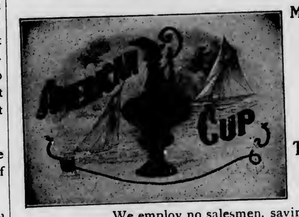
J. E. SHERTS & CO.
Lancaster, Pa.



Manufacturers of
High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

F. H. BELTZ, Schwenksville, Pa.



Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars

PROGRESS!

SIMPLY a matter of *INTELLIGENCE*

Why people use

OUR
FLORIDA
SUMATRA.

PERFECT IMITATION OF THE IMPORTED ARTICLE IN STYLE AND QUALITY.

FAR SUPERIOR IN YIELD.

Our Tobacco Substantiates these FACTS

Those Who Look Ahead Will Buy NOW.

Florida Tobacco Co.

No. 131 Maiden Lane, New York Telephone "5276 John"

Plantations { Georgia and Florida

Packing Houses { Quincy, Florida.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

convention of the National Cigar Leaf Tobacco Association will be held in Lancaster on May 1. According to its by-laws, every member of the organization has the right to be present at its deliberations and is accorded the same privilege as the delegates with the exception of the right to vote.

"The most vital questions to our trade will come up for consideration, principally dock weight and the Philippine question. As to the first, we have the promise of support from the Secretary of the Treasury and are assured that the measure will be taken up by the next Congress. As to the second, we have secured the presence of the Chief of the Bureau of Commerce and Manufacturers, who will assist us to counteract the pernicious policy of Secretary Taft threatening the free importation of Philippine tobacco and cigars into this country.

"All tobacco centers are aroused to unusual activity this year and the officers of our organization desire that Philadelphia shall not take a second place.

"At the last meeting of the Philadelphia Leaf Tobacco Board of Trade it was decided to add social features to our organization in order to promote more intimate relations among the members. With this end in view it was decided to postpone the meeting and to give in its stead at the organization's expense, a dinner at which time delegates to the next annual convention will be chosen. The committee has selected April 17 for the dinner and meeting and enclose a card of invitatian, which is extended to all the members of your firm. Wishing to make the occasion a thorough success it appeals to you as members and friends to aid it to your utmost so that an interchange of views may lead to a mapping out of the work that will insure the desired benefit.

"Kindly address a prompt reply as to how many members of your firm will participate, to Mr. E. A. Calves, 123 North Third street, not later than April 11, so that covers may be reserved for them." Very truly yours,

Harry W. Bremer,
Geo. Burghard,
Geo. W. Bremer, Jr.,
Harry Hirschberg,
John R. Young,
Morris Rosenberg,
Felix Eckerson,
E. A. Calves.

With Manufacturers and Jobbers.

Hollard & Sons, South street manufacturers report business to be on the boom with them with a very satisfactory flow of orders on all their brands. The firm is having a particular run on its popular brand, Hollard's Star.

Business is picking up decidedly with A. S. Valentine & Son, and the factory now has pretty near as much as it can handle. The firm has some new picture advertising of its brands, and these are of the same handsome character which has always attracted such favorable notice.

J. R. Vetterlein, son of Jos. S. Vetterlein, of Vetterlein Bros., has returned from his maiden trip for the house. Mr. Vetterlein hustled through the West, and discovered that a traveling salesman has to do considerable hard work.

Frank Teller & Co. who were recently burned out of their factory on South Second street, are advertising for cigarmakers to apply at 125 South Second.

The H. H. Sheip Manufacturing Co., of 529 Columbia avenue, is making important additions to its plant which will greatly add to the facilities with which the Sheip Co. will be able to meet all orders. These will consist of a dry kiln 20 feet high and 133 by 70 feet, and a complete four story mill 56 by 190 feet on Randolph street above Columbia avenue on the east side.

$200,000 WORTH OF OUR TOBACCO GOES TO JAPAN.

The Portland and Asiatic liner Arabia sailed for Japan from Portland, Ore., last Thursday, carrying a shipment of 920 hogsheads and 235 tierces of leaf tobacco and 375 cases of cigarettes. The value of the tobacco is nearly $200,000 and it is said to be the largest single shipment of tobacco ever made from a Pacific coast port.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Established 1891. Factory No. 3765.

JOHN ZUDRELL

Manufacturer of

High Grade **Cigars** 5 and 10 Cts.

Genuine Union Made.

Ephrata, Pa.

Goods Sold Direct to JOBBERS and DEALERS.

Michael Hose A. F. Brillhart.

Dallas Cigar Co.

Manufacturers of **CIGARS** & Dealers in

LEAF TOBACCO,

Dallastown, Penna.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER. PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in Leaf Tobacco
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

Scrap Filler, Ready for the Cigar
Clean, Dark and Good Quality
In manufacturing our Scrap we use nothing but old, ripe, well sweated tobaccos which make exceptionally desirable Scrap for any grade of Short Filler Cigars.
Prices ranging from 6 to 15 cents per pound
HAVANA SCRAP
in any quantity, at 30 cents per pound
We have a complete line of GEORGIA WRAPPERS put up in bales, Sumatra style, prices from 25c. to $1.00 per pound.
WALTER B. HOSTETTER & CO.
26 South George Street, York, Pa.
Correspondence Invited.

NO SUNDAY CIGAR STORES IN NOBLESVILLE.

A crusade against the Sunday cigar stores is being started at Noblesville, Ind., and as a starter, Elmer Crane, of H. Crane & Son, Indianapolis cigar jobbers, who have a branch store in Noblesville; Walter Brown, proprietor of another cigar store in this city, and Harry Benner, who conducts a fish market, were arrested yesterday afternoon on the charge of keeping their places of business open on Sunday. This is the first step on the part of the Anti Saloon League of Hamilton County, which proposes to close busines houses of every kind in Nobles ville on Sundays.

NEW YORK'S REVENUE REPORT.

Figures from 14 Counties Have been Sent to Washington.

Lockport, N. Y., April 3.

Deputy Revenue Collector Doty, of the 28th collection district of New York, which includes 14 counties in the western part of the State, has completed his annual report and transmitted it to Washington.

The reports show there are 670 cigar manufacturers in the district, and that during the year ending December 31, 1904, 63,033,923 cigars were manufactured and 310,606,900 cigarettes were turned out. Five-sixths of the output of cigars and cigarettes were consumed in the local district, according to the report. The estimated taxes on the total output of cigars and cigarettes is $524,019.33, of which $189,101.76 was on cigars and $334,917.56 on cigarettes.

The report also shows that 3,267,589 pounds of tobacco were manufactured during the year, together with 28,427 pounds of snuff.

It is expected that the next annual report will show a great falling off in all branches of tobacco industry, owing to the closing down of the American Tobacco Company's plant.

INTERESTING DECISION IN TRADE-MARK APPEAL.

In an appeal from the Examiner of Trade Marks, in which registration was refused for the reason that, in his opinion, the word chosen had a geographical meaning which outweighed any fanciful meaning which might be ascribed to it, it has been held that while the word, which was of Indian origin, and had in that language a meaning other than the geographical one commonly ascribed to it, yet it was believed that its significance as such would only be known to students of Indian languages and could not, therefore, be held to have to the general public any arbitrary significance which would outweigh the geographical meaning which is originally ascribed to it. For this reason the decision of the Examiner was affirmed.

CONTINENTAL BONDS PAID.

The 7 per cent gold debenture bonds of the Continental Tobacco Company—$1,581,100—issued April 1, 1900, were paid at maturity, together with the interest due, on Saturday last, at the office of Barney, Magoun & Co., New York.

The Gilt Edge
Cigar Box Factory
Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons
Cigar Manufacturers' Supplies of all Kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market Street, Lancaster, Pa.

OUR MAIL ORDER DEPARTMENT

Is given the Most Careful and Pains-taking attention.

Every reply is taken up by **One of the Firm,** who sees that you get **Just What You Ask For,** and that **Shipment** is **Made Promptly.**

The careless man, without a system, gives your letter to one of his clerks, or an errand boy, and he attends to it any old way. That's good enough for the firm that does not care about future business. **But We Do Care.**

SMALL THINGS DONE RIGHT
Made Us What We Are To-day.

L. G. HAEUSSERMANN & SONS

Wholesalers, Retailers,
Importers & Packers of

Cigar Leaf Tobacco

No. 240 Arch Street, Philadelphia

THE TASTE TELLS **QUATILITY** 5¢ CIGAR Yes! it is Different

THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.: THE UNITED NEWS CO. PHILA. Genl. Distrib's.

CINCINNATI BUSINESS POOR.

Slot Machines Out and Bad Weather Cause Slump.

Cincinnati, O., April 3.

Offerings at last Saturday's cigar leaf sales were the smallest so far this year, the total being but 55 cases, all of which were sold at one house. With the exception of the Wisconsins, the quality was good, condition fair and competition keen and active. The best of the old Zimmer binders and wrappers ranged from 6¼ to 13¼ cents and new Zimmer from 4 to 11¼ cents. Wisconsins sold from $2 to $3.40 per 100 pounds. Only two cases of Havana wrappers were offered and one of these sold at 14 cents, the other at 15 cents.

The warm weather of the past two weeks has put the burley tobacco at the leaf commission houses in very bad condition and with buyers discriminating, last weeks' market was unsatisfactory. Incidentally farmers are holding their tobacco back and the break in prices which was anticipated, when the growers' deal fell through has, as yet, failed to materialize.

A meeting of the stockholders of the Haas & Maier Co. will be held on April 24 to dissolve that corporation. The company is capitalized at $25,000. Morris Haas is President. The corporation is owned by Haas Bros. and they now do their business under that name, and have no further use for the other title.

The Tobacco Workers' Union has renewed its agreement with the Cincinnati factories, outside the combine. No increase in wages was asked, because the workmen considered the high price the manufacturers were forced to pay for raw material. The firms interested were Spence Bros., Day & Night Co., Duwel Co., Queen City Co. and Sea Lion Co.

The Queen City Co., makers of Red Devil chewing and smoking tobacco, is using unique methods to advertise that brand. Nightly a wagon filled with "human devils" traverses the streets and by the aid of megaphones the public is informed of the good quality of the tobacco. Samples are also distributed from the wagons. With the opening of the baseball season a crack collection of players has been secured by the Queen City Co. They will sail under the name of the Red Devils and will visit neighboring cities.

With slot machines gone, and a spell of bad weather come, dealers state that business over the counter is in bad shape. A clever down-town cigarist put crepe on his slot machines on March 31—the last day they were allowed. Another gave his machines away to the highest hands. At one cigar store it is reported that more than 1,700 chips were won on March 31.

Ellis Bonte, for six years general manager of J. S. Hill & Co.'s seven retail stores, resigned his position on April 1. He may go into business on his own account.

Jos. Cantor has removed from Fourth and Walnut streets to 139 East Fourth street. He had a special sale of old stock last week and as he said "prices were slaughtered." BUHRMAN

SPECIAL NOTICE
(12½ cents per 8-point measured line.

CIGAR FACTORY
Building Complete,
FOR RENT
in good section of
First District of Pennsylvania

Capacity of **25 Experienced Cigarmakers,** and **35 hands available,** including foreman. For further particulars Address,

FACTORY,
Care of **Box 112,**
The Tobacco World, Phila. 1-25ca

WANTED.—A PARTNER WITH capital, to associate with a Clear Havana Cigar Factory, established at Key West, Fla. Person running the factory is a man of large experience in the cigar manufacturing business, and requires more capital to enlarge his business. Responsible parties may apply with references, (which I shall also furnish) by letter to V. JORDAN, P. O. Box 107, Key West, Florida. 3-29t

WANTED--A FEW MANUFACTURers who make union made goods for $20, less 10 per cent. and 20 per cent. off for cash, to submit samples; can use entire output. Also non-union goods from $7.50 up. Must submit samples. Address Box 99, care of Tobacco World. 3-22t

WANTED—CHEWING AND SMOKing tobacco salesmen for the following territory: Pennsylvania, Ohio, Indiana New York and New Jersey. Must have experience, and furnish good reference. Address THE GLATFELTER-SNYDER TOB. CO., Yoe, Pa. 3-22t

EXPERIENCED MAN IN EVERY department of cigar manufacturing is open to position as Superintendent or Foreman in first-class factory. Best of reference. Address, FOREMAN, Box 100, care of Tobacco World, Philadelphia. tf

WILL BUY FOR CASH—TOBACCO Tags, Cigar Bands, etc., redeemable by Florodora Tag Co. Address, TAGS, Box 101, care of Tobacco World, Phila. tf

WANTED—SALESMAN TO SELL a medium priced line of cigars to jobbers west of St. Louis. Address WALTZ, MAURER & Co., Orwigsburg, Pa. 3-22t

FLOR DE MANCHESTER
. . . 5-Cent Cigars . . .
and
MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market, are made by the
MANCHESTER CIGAR MANUFACTURING CO.,
of Baltimore, Md.

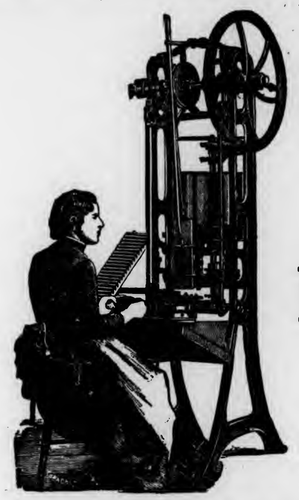
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

GEO. STEUERNAGLE,
Manufacturer of
THE CELEBRATED

Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.



The PROGRESS
SHORT FILLER
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

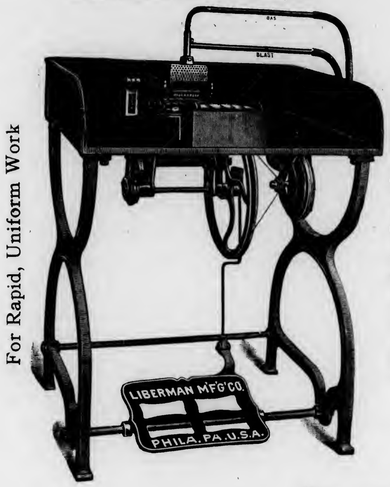
Manufactured by

N. H. BORGFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE



For Rapid, Uniform Work

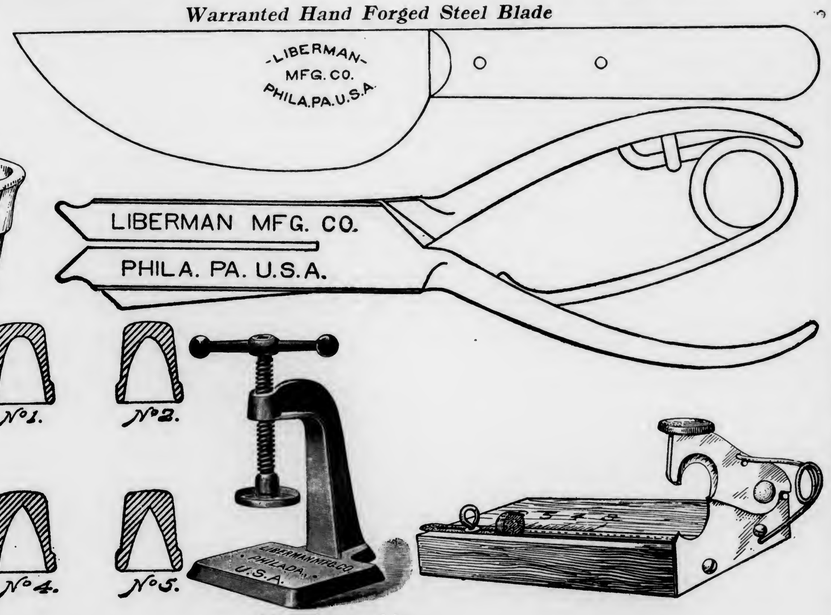
Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade



Manufactured by

Liberman Manufacturing Company
240--42 North Third Street, Philadelphia

New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

SCHUTTE & KOERTING CO.

PHILADELPHIA, U. S. A.

Twelfth and Thompson Streets.

SCHUTTE--KOERTING MOIST VENTILATOR,

used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time, without deterioration. The principal advantages are:

1. **Low cost and simplicity.**
2. **Cost of maintenance is nothing, being operated by city water pressure.**
3. **Needs no attention.**
4. **No drip occurs; humidity uniform.**

Correspondence Solicited.

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,
LANCASTER, PA.

Manufacturers of

High Grade
Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

BRANDS:—*The* **Bear, *The* Cub, Essie,** and **Matthew Carey.**

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

NINTH DISTRICT OUTPUT FOR MARCH

The internal revenue returns for the Ninth District of Pennsylvania for March have just been issued, and the figures show a small increase as compared with March, 1904. The amounts are as follows:

	March, 1904	March, 1905
Cigars,	$183,898.65	$184,891 50
Tobacco,	2 787.00	2,386.58
Snuff,	26.00	26 40

Showing an increase of receipts in March, 1904, of $992 85 on cigars, a decrease of $400.42 on tobacco, and an increase of 40 cents on snuff.

The comparative output was as follows:

	March, 1904	March, 1905
Cigars,	No. 61,294 550	61,630,500
Tobacco,	Lbs. 46,450	39,776
Snuff,	Lbs. 433	440

An increase of 330,950 cigars, a decrease of 6 674 pounds of tobacco, and an increase of 7 pounds of snuff.

NEW RULING ON PATENTS.

Inventor Can Improve His Article but Must Not Change It.

Washington, D. C., April 3.

A decision of general interest has been handed down in the Court of Appeals for the District of Columbia in two cases presenting a similar question, and for that reason were considered together, which was not one of patentability, but the right of the applicant to make certain claims in the two applications. The following rulings have been made in connection with these cases:

An applicant in his endeavor to protect his invention may amend the specification and claims so long as he keeps within the requirements and the rules of the Patent Office; but this does not mean that he will be permitted at any time to introduce new matter into his application and obtain for the same the date of the original application. Nor does it mean that new elements can be introduced in this manner for purpose of enlarging the field of usefulness of a patent. Any radical departure from the invention as originally shown and described is unwarranted, and is alone sufficient ground for adverse action by the office.

Trade-Mark Register.

SWEET GEM 14.749

For cigars Registered March 28, 1905, at 9 a m, by the Winget Mfg Co, York, Pa

CHIEF PHOENIX 14,750

For cigars Registered March 28, 1905, at 9 a m, by A P Snader, Ephrata, Pa

BRICKO 14,751

For cigars cigarettes, cheroots, stogies and tobacco Registered March 29, 1905, at 9 a m, by Geo W McGuigan, Red Lion, Pa

B. B. BLUNT 14,752

For cigars, cigarettes, cheroots, stogies and tobacco Registered March 31, 1905, at 9 a m, by Bayuk Bros Cigar Co, Philadelphia, Pa

ANNAMOUNT 14,753

For cigars Registered March 31, 1905, at 9 a m, by F B Trout, Lancaster, Pa

THE ORIGINAL KENWOOD CLUB 14,754

For cigars and cigarettes Registered March 31, 1905, at 9 a m, by the Baer Sprenkle Co, West Manchester, Pa

HAVANA CREAM 14,755

For cigars Registered March 31, 1905, at 9 a m, by S R Kocker & Son, Wrightsville, Pa

SWAMP FOX 14,756

For cigars Registered March 31, 1905, at 9 a m, by F M Meads, Windsor, Pa

HONEY BEAN 14,757

For cigars, cigarettes, cheroots, stogies and tobacco Registered April 4, 1905, at 12 m, by James J Doyle, Elizabethtown, Pa

REJECTIONS.

Honey Bee, Kuroki, Oyama, W. W, Green Label, Parlor Pride, Nodzu, Grand View, Nogi, Wheatland, Oku, Lombardy, Everybody's Chicko, Spitfire, Broadleaf, Gem, Umpire, War Medal.

STAUFFER BROS. MFG. CO.

Makers of High-Grade

Seed and Havana Cigars

The Factory that
Never Shuts Down.
The Reason Why:
GOODS of MERIT Always Go.

Reliable Distributors Wanted.

New Holland, Penna.

PRESIDENT COULD NOT POSTPONE TREATY TEN DAYS.

So Decides Board of U. S. General Appraisers in the Protest Brought by M. J. Dalton & Co., of Philadelphia, Against Having to Pay Full Duty on Consignment Arriving During the Ten Days.

A decision has been announced by Board No. 3 of the United States General Appraisers at New York, in the case brought by the M. J. Dalton Co., of Philadelphia, which maintains that the Cuban reciprocity treaty went into effect on March 31, 1903, and accordingly protest against the imposition of the full duty on a consignment of cigars by the Collector at Philadelphia made on account of the postponement of ten days by President Roosevelt of the time when the treaty should go into effect.

The Board holds that the President had no such authority, but at the same time it is pointed out that the clause in question was doubtless inserted because of the confusion in dates which was inevitable from the unusual circumstances of the whole affair.

The exchange of ratifications occurred on March 31, 1903. The importer in the case before the Appraisers, the Dalton Company, maintained that the treaty went into effect on that date, and protested against the imposition of the duty by the Collector. The United States Senate in ratifying the treaty, however, inserted an amendment that it should not take effect until approved by Congress. That was not done until December 17, 1903, and the President issued his proclamation on the same date.

Judge Somerville writes the opinion of the Board. He says that the amendment made by the Senate is as much a part of the treaty as though it had been originally inserted, and its validity cannot be challenged before the courts. The question as to whether the treaty is retroactive, however—that is, whether its effectiveness extends back from December 17 to March 31—has been passed upon in previous decisions, and settled in the negative. That point is not considered in detail, therefore, but attention is given chiefly to the new point raised—namely, as to the legality of the ten day clause in the President's proclamation.

Judge Somerville calls attention to the fact that the first clause in the act of Congress of December 17 provides that the treaty shall go into effect when the President has received satisfactory evidence that it is the intention of the Republic of Cuba to give full effect to the convention, and issues a proclamation accordingly. Judge Somerville then says:

"The proclamation itself, however, recites that such evidence has been received by the President. Its language is, 'And whereas satisfactory evidence has been received by the President of the United States that the Republic of Cuba has made provision,' &c. It is difficult, therefore, to see why the convention did not, by its very terms, become immedi

GEORGE W. PARR

Littlestown, Pa.

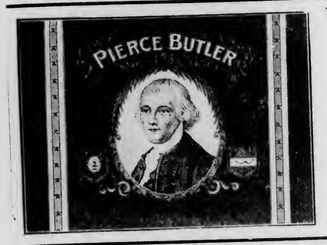
MANUFACTURER OF

High-Grade Cigars

Goods sold to Jobbers only.
Correspondence Solicited.
A Medal was Awarded at the World's Fair, in St. Louis, in 1904, on our

FERNSIDE 5-CENT CIGAR

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.



W. H. Snyder & Co.
Windsor, Pa.
Manufacturers of
Popular Brands of
Fine and Medium Priced
CIGARS
Correspondence Invited with the Wholesale & Jobbing Trade only

D. W. HUBLEY,
Thomasville, Pa.

Manufacturer of
High-Grade
Seed and Havana
CIGARS
Correspondence Invited from Responsible Houses.

F. B. SCHINDLER

Manufacturer of
Fine Domestic
Cigars
Red Lion, Pa.
JOBBING TRADE
SOLICITED

10¢ WASHINGTONIAN 10¢
SEED & HAVANA

5¢ 5¢
MANUFACTURED BY A.B.CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
FABRICONA · ROLFE'S CHOICE
POINTED ARROW · SHARP KNIFE
5¢ VAMPIRE 5¢

ately operative. We know of no constitutional authority which would authorize the Executive to postpone its operation a day after this time.

"If he could defer its operation for ten days there would seem no reason why he might not do so for ten months. It would seem that he could no more postpone the operation of a treaty, duly ratified, than he could that of a statute duly enacted.

"As a matter of fact, in the present instance it seems too clear for doubt that the action of the President is attributable to the ambiguity of the language of the treaty itself and the confusion of the dates which occur in it, the harmonizing of which has required the closest scrutiny and study—the first date for its operation being that fixed by the diplomats who negotiated it, namely, the tenth day after the exchange of ratifications; the second being that fixed by the Senate, namely, the time when it should receive Congressional approval, and a third element of uncertainty being involved in the language of the act of Congress stating that the President 'is hereby authorized to issue his proclamation * * * and thereupon on the tenth day after exchange of ratifications,' &c., the treaty should become operative.

One protest, for goods entered on December 18, 1903, is sustained, the others, for goods entered prior to December 17, are overruled.

The specific contention made by the importers was that the treaty took effect ten days after the exchange of ratifications, on March 31. Judge Somerville says that the usual rule is that treaties take effect immediately upon the exchange of ratifications, but in the present instance the amendment made by the Senate superseded the usual rule. Under the treaty a reduction of 20 per cent in the duty is allowed.

TRADE STILL IMPROVING AT HUB.

Weather is Ideal and Goods Moving Very Satisfactorily.

Boston, Mass., April 3.

Business is in the same flourishing condition it was last week and is improving daily. The weather is ideal.

The large cigar manufacturers here are doing plenty of missionary work on their various brands. The American Tobacco Co, has a corps of salesman here and many of the independent concerns are doing considerable advertising. The R. A. Patterson Co. is placing in many of the prominent cigar stores an electric sign advertising Lucky Strike tobacco.

The Commonwealth Cigar Co., whose store on Court street has been opened only about three months, has been doing a great deal of slashing in prices of late and during the past week they have been selling Moguls and Shinasi Brothers' Naturals at 10 cents a package, Cremo cigars at 8 for 25 cents, etc. Although it was their original intention to cater only to the very fine trade, it now looks as if they would be satisfied with any kind of trade. As there are ten or more cigar stores in the vicinity who have been getting full prices, this certainly will do no good, as many of the other retailers contemplate doing a little cutting also.

Yesterday being all fools' day quite a few trick cigars were in evidence.

E. Bendheim, representing the Metropolitan Tobacco Co., of New York, is in town once more, showing a very fine line of briar and meerschaum pipes.

Sam. Marcuson, with the American Tobacco Co., has just reached Boston after visiting the principal cities in New Hampshire. He reports having had a good sale on Hassan, the new 5 cent Turkish cigarette, while in that territory.

L. Hahn, the Lowell street tobacconist, spent a few days visiting New York this week.

J. D. Dubrenil and Jno. B. Van Syckel, with the American Tobacco Co., are doing some effective missionary work on Murad, the 15 cent Turkish cigarette.

La Integridad, clear Havana cigars, from the factory of Chas. Morris & Co., New York, are being featured this week in the window display of Erhlick and Kopf.

Jacques Wolfe, formerly with the Louis Ash Co., of New York, has made his initial trip here in the interest of I. Lewis & Co., Newark. N. J., and is showing samples of the much heralded Golden Eagle cigars, similar goods to the Telonettes. The jobber's price on these cigars is $11, less 10 and 2 per cent and 10 per cent gratis in goods. Mr. Wolfe is meeting with fairly good success, and Boston is reputed to be a hard market to place new goods.

Durlach Bros., of New York, Porto Rico cigar manufacturers, had a representative spend a few days here this past week calling on the local jobbers.

H. K. Brown, who is operating a cigar store at 1½ Providence Court, has lately added to his establishment some handsome silent salesman show cases, and is carrying a full assortment of all the popular brands of domestic and imported cigars. Chas. McGoldrick, the manager, is a valuable adjunct to the store, and his very pleasing ways have attracted and made good customers of many of our Back Bay merchants whose places of business are in that locality.

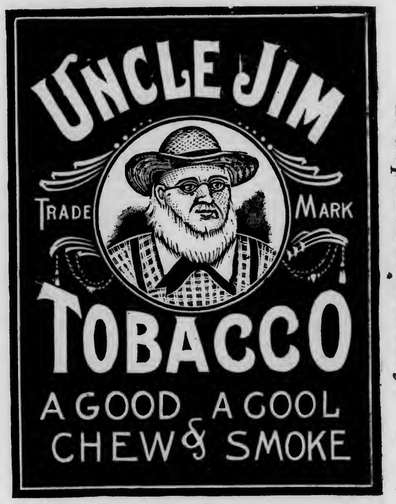
The Baltimore Dairy Lunch, on newspaper row, is running a cigar stand in conjunction with the restaurant, a special feature being that no paper cigarettes whatever can be purchased there. Leroy Little Cigars also the Puritans, are having a good sale on this account.

Floradora, formerly sold at 3 for 10 cents are now being sold at 3 for 5 cents and

OUR TWO BIG SELLERS
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.
Union-Made.
All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

in consequence the jobbers have laid in a stock.

Trimount, C. C. A., and the M. C. A., all 10 cent cigars, are being largely advertised here in various ways.

At Rosenthal Bros. business is very active. This firm is rapidly forging to the front and their retail and wholesale business alike is at its best. William the Fourth and El Cafe Bouquet cigars are great sellers with this firm.

C. L. Polep, the Hanover street cigarist, has placed a standing order to handle 25,000 Puritan little cigars monthly, and has just received the first shipment.

M. Barnett, leaf dealer of Fleet street, contemplates a busines trip to New York this coming week.

E. J. Mulligan, with the Menashi Cigarette Co., is deserving of great credit, for his handsome original window displays and it seems as if Menashi cigarettes have come to stay.

Victor Sheppard, the Khedivial Co.'s representative here, expects to go to Providence in the near future to make some window displays and do missionary work on the Turkish Delights which are enjoying a good sale here for a practically new piece of goods in this market

Rexford Hotel is getting to be the headquarters for the majority of cigarette and tobacco salesmen. BEN ALI.

UNITED CIGAR STORES CO. LEASE NEW LOCATION IN MINNEAPOLIS.

The ground store space in the Temple Court, Minneapolis, Minn., from the entrance to the corner has been leased by Horace Lowry to the United Cigar Stores Co. for $6,000 a year. The lease is for 1,417 square feet of floor space, making the rental $4.15 a square foot. Possession commenced April 1 and will continue ten years.

NEW WAREHOUSE AT MILLERSVILLE.

A. D. Killheffer, of Millersville, Pa., has just completed a new leaf tobacco warehouse, 28 x 40 feet in dimensions, arranged specially for convenience. He is also building a tobacco shed on his Prince street property. In the factory he is exceptionally busy, being scarcely able to fill orders as rapidly as the goods are desired.

TOBACCO IN SOUTH DAKOTA.

W. H. Lyon Makes Liberal Offer to Induce Planting.

Sioux Falls, S. D., April 3.

W. H. Lyon, of this place is convinced that as good tobacco can be grown in South Dakota as in Wisconsin, and he is looking for some one who knows how to grow this plant. Mr. Lyon makes a liberal offer to such person. He will furnish the land and buy the seed and and will give all of the crop to the grower.

"I make this offer," said Mr. Lyon, "in order to bring to the front some man who knows something about tobacco culture. I am informed that $100 an acre is made from tobacco culture in Wisconsin, and I believe that our climate and soil are all right for this crop. If such shall prove to be the case, we would have developed another crop of great value in this State. I would like to see the experiment tried and for that reason I would like to get hold of some old Indiana, Wisconsin or Ohio farmer who knows how to grow the tobacco and properly cure it afterwards."

If any such person sees this item, he should communicate with Mr. Lyon.

American Tobacco Company

Makers of the Famous

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Nat. Leaf Plug
J. T. Plug
Battle Ax Plug

They Please all Tastes

Always Uniform and Reliable

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

MOST GOODS IN PACKERS' HANDS.

Lancaster Trade Moving Along Well and Nobody Has Any Kick.

Lancaster, Pa., April 3.

The leaf market in this city remains practically unchanged, so far as business with the various packers is concerned, and there is but little old stock on hand excepting some goods of the 1901 crop.

The 1904 crops are also pretty well in packers' hands and each week deliveries are becoming lighter. A large portion of the tobacco now coming in is from York county.

Business with the jobbers is just moderate although a feeling of some improvement in the cigar manufacturing trade is manifest and nearly all factories are working, with some very busy ones.

Stauffer Bros. Mfg. Co. at New Holland has been steadily busy all this year and at present are still somewhat behind with their orders. They recently placed a new brand of 5 cent goods on the market which is meeting with most encouraging success.

A. D. Killheffer, proprietor of the Eureka Cigar Factory at Millersville, is among the busy ones in this vicinity, with the seating capacity of his factory filled to the utmost.

A new cigar concern will soon be started here, and it is their object to open several first class retail stores in this city. Frank B. Trout, a well known local stock broker is interested in the project.

The revenue returns for February as published last week, for the United States, contained in its amounts a full share of progress from this district, and March has of course exceeded February as was expected, although it will not be phenomenally large.

H. Gotselig & Bro., cigar manufacturers, formerly located on St. Joseph street, this city, have removed to Danville, Pa., and are reported to be doing very nicely in their new venture. They are two ambitious young men, and deserving of the fullest success.

M. R. Hoffman, of the Hoffman Leaf Tobacco Co., at Marietta, has been in the West looking over the leaf markets there, and last week was heard from at Dayton, O., where he is putting up a packing.

John R. Young, of Young & Newman, and F. Eckerson, of F. Eckerson & Co., both of Philadelphia, were visitors in this city during the past week.

PATENTS RELATING to TOBACCO, Etc.

786,247 Cigar bunching machine; Nathan Calocoff, Indianapolis, Ind.

786,012 Toy cigar for blowing smoke rings; Noble J. Dilday, Indianapolis, Ind.

785,777 Tobacco hanger; Joseph H. Sylvester and P. Weckbecker, Quincy, Fla.

786,078 Attachment for smoking pipes; Isaac N. Weitzel, Rochester, N. Y.

12,332 Re-issue—Match; Bartholomew Jacob, New Rochelle, N. Y.

GILDED PALACES OF GRAFT.

United Cigar Stores So Styled in the Inimitable Chicago Journal.

Thanking you one and all for your kind attention we take great pleasure in presenting another hot budget of poison news from the dear old Chicago Journal. The dose:

Chemists and expert tobacco men, working in the interests of the Independent Cigar Dealers' Association, have been making additional investigation into the effect of adulterated tobacco, as sold by the trust stores in Chicago. The researches of these men have proved conclusively what the independent association has claimed—that the trust's goods are decidedly detrimental to the health of any one who uses them regularly.

Concerning the researches of the experts, the head of the publicity department of the association said:

"When it becomes necessary to hide the identity of the real owners of a cigar store or chain of stores it is evident that customers who patronize such stores are being imposed on. Men who buy their cigars and tobacco at the trust stores certainly will suffer injury to their health.

"Consumers who permit themselves to be lured into these gilded palaces of graft and misrepresentation, attracted by cut rate prices in the show windows, will soon learn to keep away from these self-styled 'largest people on earth.' They will find that the goods are not worth half the price charged for them, and that these apparently cheap cigars are harmful.

"Clerks in the trust stores will regret, too, that they have been used as cat's-paws and have induced their personal friends and following to patronize the trust stores."

NEBRASKA'S ANTI-CIGARETTE BILL

Passes Both Houses and Now Lacks Only Governor's Signature.

Lincoln, Neb., April 1.

The anti cigarette bill which has been before the Nebraska Legislature, and which absolutely prohibits the sale of cigarettes or cigarette paper, has passed both houses and lacked only the signatures of the presiding officers before being sent to the Governor.

It is understood that there was considerable opposition to the bill which it was said was conducted by the American Tobacco Co. Some little commotion was caused by apparent loss of the bill this afternoon which was found in a pigeon hole only after a long search.

RECEIVER FOR EXCELSIOR CONSUMERS' CIGAR CO., OF NEW YORK.

Judge Truax, of the Supreme Court, has appointed John J. Mackin, receiver for the Excelsior Consumers' Cigar Company, formerly at 126 Broad street, New York, on the application of Joseph S. Gans & Co., judgment creditors for $668.

NANINE

A 5 Cent Cigar of Distinctive Quality.

Manufactured by

H. S. HARTMAN, Lancaster, Pa.

Samples Sent to Responsible Houses.

J. M. MITTLEMAN

Dealer in

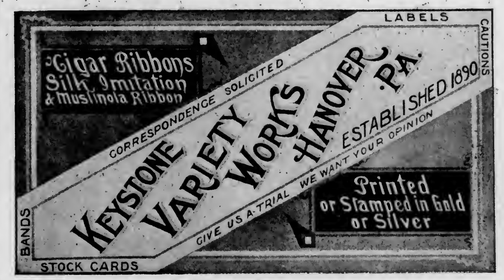
Leaf Tobacco

No. 1619 South Street

PHILADELPHIA

Goods Sold in Any Quantity.

Open Evenings Until Nine o'clock.



A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 — **Marietta, Pa.** — Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar

Distributors Wanted Everywhere

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No. 463
CAPACITY
75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio.

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903
ZIMMER SPANISH WRAPPERS and FILLERS
Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903
Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

MARCH LARGEST IN RICHMOND.

Shockoe Warehouse Reports Big Sales for the Past Month.

Richmond, Va., April 1.

Will L. Hazell, of the Shockoe Warehouse, this city, in his report of March sales says, "Yesterday closed another week's heavy sales of loose tobacco and made March the largest month of the season, the aggregate sales for the month being 2,185,550 pounds. From Oct 1, 1904, to March 31, 1905, total sales were 8,008,796 pounds. Sales for the same period last year, 7,129,252 pounds, an increase of 879,544 pounds.

"Prices were very well maintained up to the last few days, but the week and month closed with prices very much weaker, due mainly to a crowded market, much of which stock was in bad order, rendering it almost impossible for the factories to handle before it would spoil. When the factories have had a few days in which to handle stocks on hand and clean up. I think prices will go back to where they were before the decline.

"The crop from the wagon belt is about all marketed, hence breaks will be very light the rest of the season, as the shipping territory will not put much on the market before the opening of the exchange, May 1.

"While the last sale of the week and month was a 'black Friday' on the breaks, we made at Shockoe some very fine sales. We sold for M. O. Garnett, of Caroline county, a crop, including all the grades from lugs to wrappers, which averaged $15.60—280 pounds at $14.50; 440 at $15; 120 at $15; 80 at $24; R. S. Bruce, of Caroline county, 285 pounds at $9; 425 at $9.50; 535 at $10 50; 470 at $13 25; 280 at $13.25; 310 at $14.75. We sold for E. P. Wickham, of Hanover county, 710 pounds at $6.75; 395 at $9.25: 170 at $16.50; 105 at $28. For Ben Luck, of Louisa county, 340 pounds at $8.25; 200 at $23.50; 245 at $26

"The above prices show that the demand is good, and where the order is right prices are good, but damaged stock or stock in soft order sells low."

SLOT MACHINES' BUSY EXIT.

More than 5,000 Have Been Thrown Out in Cincinnati.

Cincinnati, O., March 31.

Today was the last day for the slot machines in Cincinnati, as Mayor Fleischman has ordered that there should be no more of that sort of gambling after April 1.

Unprecedently heavy play marked the last day of the 5,678 slot machines in saloons, cigar and drug stores. Many proprietors offered special prizes. In some instances there was gambling on a large scale, the bettors paying high prices for pennies and receiving rewards in proportion. For instance, where the player paid $1 for a penny he would receive 100 times the regular reward for a winning hand.

Two men in a Vine street saloon wagered $1,700 on hands in less than an hour and the proprietor lost $700.

—W. J. Cummins, A. H. Robinson, N. P. LaSeur, John Stumb, Paul Stumb, Eustace A. Hall and Saml. S. Woolwine have incorporated the Crescent Tobacco Works, of Nashville, Tenn., with a capital of $25,000, to enlarge and operate an established plant.

AN IMPROVEMENT IN PIPES.

A new tobacco pipe has been patented by Mr. E. C. Watts, of 4 Jessie ville, Summer Hill South, Cork. He states that his invention consists in certain improvements in and connected with mouthpieces for tobacco pipes, cigar tubes, and cigarette tubes, whereby the saliva from the mouth is prevented from entering the stem, and any moisture or nicotine from the tobacco cannot enter the mouth. The mouthpiece of the pipe or tube can be made of the usual shape and material, but with a larger bore. In the end or lip he closely fits a second tube of suitable length, which may have a raised lip made to project beyond the lip of the first tube, and thus make the mouthpiece externally the same as those commonly in use. This second tube is slightly tapered or conical in form, and is closed at the end farthest from the lip, and from its tapered or conical form a space remains between the inner surface of the first tube and the outer surface of the second tube, it being understood that the latter is within the former. At a suitable position in the flattened surface of the second tube is a hole forming the entrance to a small tube extending downwards within the mouthpiece and nearly reaching the opposite side or bottom of the same. The smoke travels between the first and second tubes and through the third or small tube, whence it emerges from the end of the mouthpiece.—Tobacco Trade Journal, Dublin.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

The assorting shops are closing one by one, and within two weeks most of them will be through for the season. They have been run to their full capacity since the tobacco began to be taken down and stripped. The cry is for more and better offerings; there are customers enough, but the truth is there is a short supply, and that is poor in quality. To my benighted mind it would not be strange if the manufacturers should use some of the very best plug wrappers before the thing is done with. Well, of course, not on the best grade of cigars, but on the stogies and some of the cheap bar room cigars. Things more strange have happened, I think, even in the tobacco line.

Our correspondents write:

Agawam, Mass.: As the time approaches for making seed beds, it is well for the farmers to help one another by giving their experience as to the best methods of raising the plants. It is very essential that one should have early plants in order to have early tobacco, which in my experience has always been the best. I have had good success in raising plants under glass, which material is expensive. I have expended $140 for glass and frames which I should not have done if I had known what success the farmers have had in this section in raising under cloth. They take the cloth which is two yards wide, and saturate it with oil as hot they can handle it, and then pass the cloth through an old clothes wringer and wring it dry. They make their beds two yards wide; make the frame as though glass was to be used; tack the upper side; put on cross pieces

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
"IN UNION IS STRENGTH"
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE **Cigars**
For Wholesale Trade Only,
McSherrystown, Pa.

M. H. Clark & Bro. Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

M. D. BOALES,
LEAF TOBACCO BROKER.
Cable Address, "Boales," U. S. A. Use Acme Code & Tobacco Clerks. **Hopkinsville, Ky.**

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

---

every four or five feet, then take two laths, break joints and tack to the under side at the lower side of the bed, so when necessary it can be rolled up to apply water.—American Cultivator.

EDGERTON, WIS.

The buying movement is going quietly forward in the country districts when anything desirable is continually being gathered in. The market is awakening to the fact that the crop is much more closely cleaned up than was imagined and in many localities little remains in growers' hands. A good deal of the tobacco lifted of late has been of the cheaper grades upon an export basis at low figures, but all seems to be wanted at a price. A few of the recent transactions are:

And. Gullickson, 7a at 7 and 7c asst.
Gilbert Gilson, 10a at 7c.
Ole Larson, 5a at 6½ and 3c asst.
John Daws, 6a at 5c.
Edw. Hyland, 32cs '02 at p. t.

Old leaf of all descriptions continues in excellent demand and a good deal of trading is going on among packers. McIntosh Bros. report the sale of 100 cases of '03. An 80 case lot of '02 has been sold by Ole Hemsing, a Stoughton packer, to A. Wallach of Chicago.

There is plenty of work in sight for the warehouses for some weeks yet though the mild weather of the week has commenced to warm up the bundle stock, which will tend to hasten the handling of the goods.

Shipments were 500 cases—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

The past month has been very quiet; nothing doing in hogshead tobacco—sales only 50 hhds. There has been no sampling, the trade standing still waiting the results of Farmers' Organization to offer. Quite free deliveries are being made and prizing going on, which is put in warehouses subject to sale committee of the Organization, who have selected Mr. O. F. Jarrett, an old and efficient tobacco man, for salesman of their tobacco on this market. Loose deliveries of tobaccos sold early in the season are coming in to prizing houses; not much being sold now—nearly all tied up. Loose floor sales were small, with prices for Lugs 3 to 4c, and for Leaf 5 to 7½c—generally small crops of common grades. Old tobaccos on sale in hogsheads are quoted: Lugs, 4 to 5c; Leaf—Common, 5 to 6c; Medium, 6 to 7c; Good, 7 to 8½c.

MONTHLY REPORT—MARCH.

	1905	1904
Receipts for month,	980	360
" year,	1,160	415
Sales for month,	20	340
" year,	298	837
Shipments for month,	312	333
" year,	1,143	961
Stocks on sale,	1,494	1,261
" sold,	533	476
Stocks on hand,	2,027	1,737

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 634 hhds, offerings on the breaks 29 hhds, sales 19 hhds.

The receipts are largely swelled by the deliveries from the factories of the "Dark District Planters' Protective Association," which are now receiving the loose crops freely.

A portion of the prizings are now stored temporarily at the country warehouses, which have been built for the purpose the type samples being sent to the central office and sample rooms here.

The sales this week were of old crop except a few hogsheads, prices were firm and unchanged.

The small old stock here is offered but sparingly and firmly held, hoping for higher prices.

Not enough new crop has been sold to make reliable quotations. We have now spring weather, and winter seems over.

For old tobacco we quote:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.75	to	5.50
Common Leaf	5.75	to	6.75
Medium Leaf	7.00	to	8.00

—According to the annual report of Internal Revenue Inspector Garling, of the Twenty-third District of New York, 361,336,335 cigars were made in the district during 1904.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
HIGH-GRADE
Domestic CIGARS
Hanover, Pa.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
LEAF TOBACCO
Shade-Grown SUMATRA, in Bales
We make **SCRAP** Filler, **Ready for Use.**
Phones { York, No. 180. Bell, No. 1878. 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

E. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

Then he burst out in that infernal laugh of his, with the purest, best intention in the world, I grant you. He was looking straight into the boss's face, and I would bet a million dollars that he never saw the nose to notice anything peculiar about it. But I am so used to the boss that when I saw the slow color mounting up to meet the carmine of his proboscis, I knew what was doing.

"He replied civilly enough, though, that he was glad to come into contact with the people with whom he had dealings, and that was the fool salesman's cue to say 'yes, yes; exactly,' and hand out another laugh, still looking intently at the boss, for I believe he makes it a point always to look straight at the man he's talking to.

"It went on that way for a few more remarks, until the boss was no longer able to conceal his displeasure, and the salesman recognizing that something was wrong, got a little rattled and worse than ever, until I was on pins and needles to get him out.

"He did laugh his way out at last, and the boss didn't say anything for some minutes. Then he turned to me and remarked casually:

"'Do So and So's goods run as well as they used to? I have sometimes thought that long buying from one firm, is apt to foster a tendency on their part to let up a little on quality.'

"Well, that was enough for me, and I shut down on this salesman by degrees, until now it is very seldom we use him.

"Now that I have a more proper prospective, I am willing to allow that the man is always innocent of any intention to insult anybody, in fact I believe that is the last thing in the world he wants to do.

"I think his case is like others I have heard of. One chap, a friend of mine, told me once that he had started to exercise a laugh as a business getter, and it had finally gotten beyond his control, so that he was making breaks just like the man I have been telling you about. He pulled up in time, though, he said, and regulated it. Somebody ought to tell this fellow to try to do the same thing."

So much for the over developed laugh. A laugh is just as good an asset as it was at the beginning of this article, but remember before you commence to laugh, that there ought to be a little something at least, that the other man can see is funny too. THE OLD SALESMAN.

WILLIAM M. HOBDAY DIES.

He was One of the Best Known Tobacco Experts in Louisville.

Louisville, Ky., March 31.

William M. Hobday, one of the best known tobacco men in Louisville, died last week at his home on West Jefferson street, following an illness of three weeks from pneumonia. The funeral took place at Augusta, the dead man's former home.

Mr. Hobday had been engaged in the tobacco business in Louisville for about fifteen years. He had never been connected with any of the houses here, but was a buyer, and was considered one of the best judges of fine tobacco ever on the breaks

Personally Mr. Hobday was liked by everyone, and was esteemed for his many excellent qualities. The news of his death caused the keenest sorrow through the tobacco district.

Mr. Hobday is survived by his wife and two little daughters and by three brothers. Curran, Edward J. and Robert L. Hobday.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK CHICAGO ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

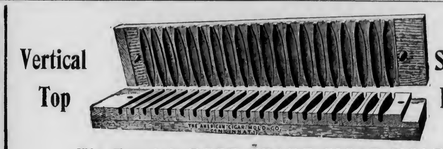
W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.



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We Furnish BEST GRADE CIGAR MOLD.
Our Prices are the Lowest
Sample Sections Free.
THE AMERICAN CIGAR MOLD CO.,
1935--1937 Western Avenue, Cincinnati, Ohio

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs — Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty — Metal printed Labels

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST **Lithographers,** CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

THE GLOBE CIGAR CO.

Manufacturers of
Seed & Havana
Cigars

For Jobbing Trade only
Ephrata, Pa

FACTORIES:—One at Ephrata, two at Hahnstown, one at Martindale, two at Terre Hill, one at Fritztown.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

MONTANA HAS A CIGARETTE BILL

But Arkansas Turns Down Proposed Measure as Impractical.

Helena, Mont., March 30.

The anti cigarette bill which has been introduced in the House by Representative Bringham, of Chouteau, is meeting with more general favor than has apparently been accorded bills of similar purpose in other States, and it is considered fairly probable that the bill will go through, although like all the others it will doubtless be forced to pass the Supreme Court before those interested in the cigarette business will allow it to become operative.

There is already a State law which provides a penalty for dealers who sell cigarettes or cigarette paper to minors, but it has never been enforced, and the Bringham law is meant to carry along the purpose of the one already existent, as it makes it a misdemeanor for a boy under the age of eighteen to smoke in any public place, which of course includes the streets. By thus hitting the illegal consumer directly, it is hoped to discourage him from buying, it being recognized that as long as boys have the money and inclination to buy cigarettes, they will have little difficulty in finding dealers who are willing to sell them.

Little Rock, Ark., March 29.

It is regarded as extremely improbable that this State will take any action looking toward the restriction of the cigarette trade in relation to minors, inasmuch as there has been no move to revive the agitation since the bill was killed that was passed by the Senate.

The House of Representatives was opposed to the measure, not because the members thought it inadvisable to prevent the use of cigarettes by boys, but for the reason that it was regarded as impossible to pass a law of this kind that would be observed in the letter, and not simply laughed at. It is regarded as probable that the Indiana law and others of the sort will fail to stand the test of the courts, and the House accordingly declined to take action that would prove ineffective.

THE CIGARETTE LAW IN JAPAN.

A current paragraph, which states that everybody in Japan smokes, should except minors. According to the Japanese Minister in London, the sale of tobacco is prohibited in the case of any person under the age of 20 years, the penalty being a fine of $5. A parent who allows a minor to smoke is subject to a fine of fifty cents.

Business Changes, Fires, Etc.

California

Redlands—F R Howard, cigars, succeeded by J L Wyman

Connecticut

Willimantic—D P Dunn, cigars; burned out; insured———P F Shehan, cigars; burned out

District of Columbia

Washington—J C Duke Co, cigars, tobacco, etc; chattel deed of trust, $854

Florida

Tampa—El Saltillo Cigar Co, mfrs. succeeded by Juan Rosel Cigar Co

Illinois

Chicago—Mrs Louis Ellman, cigars; out of business

Dixon—Fox & Dykeman, cigars etc; succeeded by Fox & Rassitter

Freeport—Frank Smith, cigars; bill of sale, $1,500

Indiana

Knox—Frank Suvery, cigar manufacturer; sold out

Maine

Bar Harbor—Green Bros, cigars, etc; branch at Augusta burned out; insured

Massachusetts

Boston—Arthur O Waterman, treasurer of Waitt & Bond, Inc, cigar mfrs, dead

Michigan

Saginaw—F J Durkee, cigars, etc, succeeded by Vauconsant & Zwergel

Ohio

Findiay—E George, tobacco, etc, sold out

Tennessee

Chattanooga—F W Loudenber, sole owner of F W Loudenber & Co, cigar mfrs, dead

Nashville—Crescent Tobacco Works, mfrs; applied for a charter

Washington

Everett—C F Brune, cigars, etc, deed, $300

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
ENGRAVING EMBOSSING
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

OLDEST MANUFACTURERS OF
PEACH and PRUNE ESSENCES
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS,
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars.
Guaranteed to be the Strongest and Best.
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK

Combination
SCRAP
--Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories
J. L. METZGER Tobacco Co.
Dealers in LEAF TOBACCO
LANCASTER, PA.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
Le Droit Building. WASHINGTON. D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 Lawrence St.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS
VIRGINIA PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively
JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.
Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product
is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

THE GLOBE CIGAR CO.

Manufacturers of
Seed & Havana
Cigars

For Jobbing Trade only
Ephrata, Pa

FACTORIES:—One at Ephrata, two at Hahnstown, one at Martindale, two at Terre Hill, one at Fritztown.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

MONTANA HAS A CIGARETTE BILL

But Arkansas Turns Down Proposed Measure as Impractical.

Helena, Mont., March 30.

The anti cigarette bill which has been introduced in the House by Representative Bringham, of Chouteau, is meeting with more general favor than has apparently been accorded bills of similar purpose in other States, and it is considered fairly probable that the bill will go through, although like all the others it will doubtless be forced to pass the Supreme Court before those interested in the cigarette business will allow it to become operative.

There is already a State law which provides a penalty for dealers who sell cigarettes or cigarette paper to minors, but it has never been enforced, and the Bringham law is meant to carry along the purpose of the one already existent, as it makes it a misdemeanor for a boy under the age of eighteen to smoke in any public place, which of course includes the streets. By thus hitting the illegal consumer directly, it is hoped to discourage him from buying, it being recognized that as long as boys have the money and inclination to buy cigarettes, they will have little difficulty in finding dealers who are willing to sell them.

Little Rock, Ark., March 29.

It is regarded as extremely improbable that this State will take any action looking toward the restriction of the cigarette trade in relation to minors, inasmuch as there has been no move to revive the agitation since the bill was killed that was passed by the Senate.

The House of Representatives was opposed to the measure, not because the members thought it inadvisable to prevent the use of cigarettes by boys, but for the reason that it was regarded as impossible to pass a law of this kind that would be observed in the letter, and not simply laughed at. It is regarded as probable that the Indiana law and others of the sort will fail to stand the test of the courts, and the House accordingly declined to take action that would prove ineffective.

THE CIGARETTE LAW IN JAPAN.

A current paragraph, which states that everybody in Japan smokes, should except minors. According to the Japanese Minister in London, the sale of tobacco is prohibited in the case of any person under the age of 20 years, the penalty being a fine of $5. A parent who allows a minor to smoke is subject to a fine of fifty cents.

Business Changes, Fires, Etc.

California

Redlands—F R Howard, cigars, succeeded by J L Wyman

Connecticut

Willimantic—D P Dunn, cigars; burned out; insured———P F Shehan, cigars; burned out

District of Columbia

Washington—J C Duke Co, cigars, tobacco, etc; chattel deed of trust, $854

Florida

Tampa—El Saltillo Cigar Co, mfrs. succeeded by Juan Rosel Cigar Co

Illinois

Chicago—Mrs Louis Ellman, cigars; out of business

Dixon—Fox & Dykeman, cigars etc; succeeded by Fox & Rassitter

Freeport—Frank Smith, cigars; bill of sale, $1,500

Indiana

Knox—Frank Suvery, cigar manufacturer; sold out

Maine

Bar Harbor—Green Bros, cigars, etc; branch at Augusta burned out; insured

Massachusetts

Boston—Arthur O Waterman, treasurer of Waitt & Bond, Inc, cigar mfrs, dead

Michigan

Saginaw—F J Durkee, cigars, etc, succeeded by Vauconsant & Zwergel

Ohio

Findlay—E George, tobacco, etc, sold out

Tennessee

Chattanooga—F W Loudenber, sole owner of F W Loudenber & Co, cigar mfrs, dead

Nashville—Crescent Tobacco Works, mfrs; applied for a charter

Washington

Everett—C F Brune, cigars, etc, deed, $300

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING DIE EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U.S.A.

OLDEST MANUFACTURERS OF
PEACH and PRUNE ESSENCES
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS,
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars.
Guaranteed to be the Strongest and Best.
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK

Combination
SCRAP
--Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories
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THE AMERICAN TOBACCO CO. NEW YORK.

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & Co. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

HANDY
Cigar Box Opener

Made to work well—look well and last well. Slips into your vest pocket and takes up no more room than a flat latch key. Just the thing to tickle the trade with.

Is of best tool steel and finely nickeled—bright as a new silver dollar. Has a hardened edge that is sharp—handy to cut labels, edging and stamps—a feature the common kind don't have.

We stamp your ad clearly and deeply into each of them, so that wear can't remove it.

Don't this strike you as some thing extra good in the line of an everlasting advertisement, and a tool that would please the recipient?

They make a favorable impression on those who get them. They would help to sell more of your goods.

Why not let us fix up enough for you to give one to each of your customers? It's a splendid way to show your appreciation of their trade.

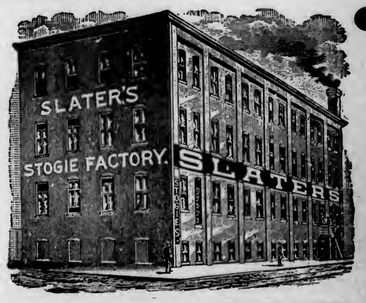
Write for prices—state quantity, and the ad wanted on.

National Selling Co.,
ALLENTOWN. PA., U. S. A.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address—
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER **STOGIES**
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



E. ROSENWALD & BRO.

L. M. J.

THE TOBACCO WORLD

ESTABLISHED IN 1881 Vol. XXV., No. 15. | PHILADELPHIA and NEW YORK, APRIL 12, 1905. | ONE DOLLAR PER ANNUM. Single Copies, Five Cents

We'll Sell You Leaf by Mail

and Guarantee You Satisfaction in every way, or You Can Have Your Money Back.

You write us what you want, and we'll select and send you the same tobacco as you would buy if you came personally in the store.

Among our replies last week was one from a manufacturer who told us the "Old Story":

"I want to tell you how I got some leaf from another house. "I ordered samples; they were tip-top. Our order naturally "followed; the tobacco turned out fair. Then we sent them "a larger order, and the tobacco was just as poor as could be. **"We won't buy any more from this party.** Besides, in both "cases we sent our check in advance. Now, if you will treat "us honest, we will buy from you."

YES, WE'LL TREAT YOU HONEST.

By doing so we have **Established a Confidence** among the trade. That's why we are doing a successful business. Perhaps your experience has been similar to that of our friend quoted above. Have you been caught by some "smart Aleck?" If so, **Give Us a Trial,** which will do more toward convincing you than a verbal cyclone of words would do from now on till Doomsday.

L. G. HAEUSSERMANN & SONS
Wholesalers, Retailers, Importers & Packers of
CIGAR LEAF TOBACCO.
No. 240 Arch Street, Philadelphia

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

THE TOBACCO WORLD

SMOKE VETTERLEIN BRO'S. SABOROSO PHILADELPHIA CIGARS — PHILADELPHIA — BOSTON

MANETO CIGAR

GUMPERT BRO'S. Manufacturers — 114 N. 7th St. Philadelphia

VIRTUE LIBERTY AND INDEPENDENCE

RUGBY 5-cent Cigar is in a class by itself. It's just a good, honest, old-fashioned smoke. It will suit more people than any similar price cigar you ever handled.

STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
29 North 4th St., Philadelphia.
Factories 206 and 212, First Rev. District, Pa.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS — PHILADELPHIA

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

EISENLOHR'S Cinco Philadelphia CIGARS

As Clean as the Food You Eat — Vesper Cigar 5¢

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

ALLEN'S NAPOLEON 5¢ CIGAR

Channing Allen & Co
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419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4886-A.

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CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
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On the import side, predictions as to the comparison of the fiscal year 1905 with earlier years are more difficult. The increase in imports from Cuba in the 8 months ending with February is, as already indicated, but 16 per cent over the corresponding months of 1904, while the imports from Cuba in that year were less than those of 1873, 1874, 1892, and 1893. The year of the largest importation from Cuba was 1874, when the total value of merchandise imported from that island was $85,428,097. The total for the fiscal year 1904 was $76,983,418, and as the figures for the 8 months of the present year were but 16 per cent in excess of those of the corresponding months of last year, it seems scarcely likely that the total for the fiscal year will reach the high water mark of 1874, though there can be no doubt that the exports to the island in 1905 will materially exceed the record of any earlier years.

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They pointed out that this was the only means by which better prices could be obtained, as the over production was so great that buyers were able to wait until the warehouses were glutted and then fix their prices. This appeal was very generally observed by the farmers and the result was all that could be hoped because prices in these two States have ranged higher for all grades than for many years before.

Encouraged by this success they sent out another strong appeal last winter urging farmers to further curtail their crops and this is being generally observed.

The Tobacco Growers' Protective Association has about 11,000 members and it is growing at the rate of about 600 per month. It is believed that within twelve months every tobacco grower, in both the light and dark belts, will become members of an organization pledged to reduce acreage and to withhold their crops from market until prices are right.

These organizations are receiving much encouragement in a quiet way from banks and capitalists who are apparently quite ready to advance money on the crop under conditions by which their investment is safeguarded and which are carried out by the officers of the Associations.

Profiting by the failure of the burley tobacco growers of Kentucky to capitalize their business for millions, the organizations throughout this section are very wisely confining their efforts to the capitalization of small groups of growers. No attempt is being made to finance all of the tobacco growers through one source as that undertaking has been deemed too large and too uncertain of results.

Some of the organizations are now arranging with local capitalists by which the farmers who are members can obtain the necessary money to enable them to hold their crops until market conditions are right, by applying to their local officers. These officers inspect the tobacco, report on its value to the bank or group of capitalists that supply the money and the farmer obtains his loan.

If a great majority of the farmers can be brought into the organizations—and it seems a matter of easy accomplishment now—they will pledge themselves to borrow no money except through their own organization, thereby enabling their own officers to control the market in a large measure.

If tobacco dealers and manufacturers imagine that the organization movement does not amount to much they are greatly mistaken. Tobacco growers all through the South are deeply stirred up over the subject of organization and are not only pledging their support, but are putting up their money for a war fund to carry on the work of systematic planting and organized selling.

BIG TOBACCO FAIR IN LEXINGTON.

It Will Be Held in the Fall and $10,000 in Prizes Will be Distributed.

Lexington, Ky., April 8

Plans are on foot to hold a grand fair in this city next fall and it is the idea of the Tobacco Growers' Fair and Pure Food Exhibit Company, recently organized with this project in mind, to make the exhibit one of the largest ever held. To accomplish this it is intended to offer $10,000 in prizes which will range in value from $10 to $500 each.

The exhibits will be made in the Burley Loose Tobacco Warehouse Co's warehouse, and each farmer who exhibits tobacco will be required to bring 500 pounds. The fair will last four days and at its conclusion the tobacco on exhibition will be sold and the proceeds paid to its owners.

Secretary Wilson, of the Agricultural Department, will be asked to open the fair with an address, and a ticket of admission will be sent to every grower who applies for one.

Among the Directors who have been selected are: W. J. Loughridge, President of the Third National Bank; R. M. Allen, Secretary of the National Pure Food Departments; M. A. Scovill, Dean of the Kentucky Experimental Station; W. B. Hawkins, President of the Burley Tobacco Growers' Company; F. R. Toe Water, manager of the Burley district for the American Tobacco Company; T. A. Combs, Mayor of Lexington; H. P. Headley, President of the Headley Lumber Company, and a wealthy breeder of thoroughbred horses; H. F. Hillenmeyer, Director of the City National Bank; J. Embry Allen, State Senator; Desha Breckinridge, of the Lexington Publishing Company; D F. Frazee, President of the Phoenix Hotel Company; F. A. Bullock, County Judge of Fayette county; L. G. Cox, capitalist; T. C. McDowell, turfman and breeder; D. B. Jones, Treasurer of the Southern Mutual Investment Company; S. J. Roberts, Leader Publishing Company; J. W. Newman, State Senator; John Skain, Director Phoenix National Bank; C. F. Brower, J. T. Tunis, merchants; S. T. Harbinson, of the firm of Harbinson, Jewell & Patterson; Charles Patrick, William McCord, planters; A. Smith Bowman, Secretary of the Southern Mutual Investment Company, and A. S. Winston, President of the First National Bank.

REVENUE INCREASE OF 12 PER CENT IN 26 OHIO COUNTIES.

Toledo, O., April 7.

Whether it be that there are more smokers in northwestern Ohio now than there were one year ago the records of the internal revenue office show that there has been an increase of 12 per cent in the number of cigars made in the tenth district, comprising 26 counties, over which Col. Waldorf has supervision as collector of internal revenue. During the year 1904 in this district 92,973,368 cigars were made, of all grades, which is an increase of 9,496,546 over the previous year

This district of Ohio contains hundreds of factories, large and small, and is noted for the numerous brands of cigars that are put on the market, especially from the southern part, which includes the large factories of Lima.

WILL HOLD TOBACCO FOR BETTER PRICES.

Cloverport, Ky., April 7.

At a meeting of the tobacco growers of this district, held here, a committee was appointed to raise money and to rent a tobacco warehouse, in which to put up and prize this year's crop of tobacco. The farmers propose to store away their tobacco till better prices are reached.

TO RAISE TOBACCO IN OUTAGAMIE COUNTY, WIS.

Tobacco is to be given a trial in Outagamie county, Wisconsin, this summer. A firm composed of Max Shapiro, E. Ressman and D. Shure, has rented five acres of land two miles north of the city where they expect to set out tobacco plants about May 15. They have already planted the seeds in hot houses. Shure has been in the tobacco business in Russia for the past thirty-five years.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
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Encouraged by this success they sent out another strong appeal last winter urging farmers to further curtail their crops and this is being generally observed.

The Tobacco Growers' Protective Association has about 11,000 members and it is growing at the rate of about 600 per month. It is believed that within twelve months every tobacco grower, in both the light and dark belts, will become members of an organization pledged to reduce acreage and to withhold their crops from market until prices are right.

These organizations are receiving much encouragement in a quiet way from banks and capitalists who are apparently quite ready to advance money on the crop under conditions by which their investment is safeguarded and which are carried out by the officers of the Associations.

Profiting by the failure of the burley tobacco growers of Kentucky to capitalize their business for millions, the organizations throughout this section are very wisely confining their efforts to the capitalization of small groups of growers. No attempt is being made to finance all of the tobacco growers through one source as that undertaking has been deemed too large and too uncertain of results.

Some of the organizations are now arranging with local capitalists by which the farmers who are members can obtain the necessary money to enable them to hold their crops until market conditions are right, by applying to their local officers. These officers inspect the tobacco, report on its value to the bank or group of capitalists that supply the money and the farmer obtains his loan.

If a great majority of the farmers can be brought into the organizations—and it seems a matter of easy accomplishment now—they will pledge themselves to borrow no money except through their own organization, thereby enabling their own officers to control the market in a large measure.

If tobacco dealers and manufacturers imagine that the organization movement does not amount to much they are greatly mistaken. Tobacco growers all through the South are deeply stirred up over the subject of organization and are not only pledging their support, but are putting up their money for a war fund to carry on the work of systematic planting and organized selling.

BIG TOBACCO FAIR IN LEXINGTON.

It Will Be Held in the Fall and $10,000 in Prizes Will be Distributed.

Lexington, Ky., April 8.

Plans are on foot to hold a grand fair in this city next fall and it is the idea of the Tobacco Growers' Fair and Pure Food Exhibit Company, recently organized with this project in mind, to make the exhibit one of the largest ever held. To accomplish this it is intended to offer $10,000 in prizes which will range in value from $10 to $500 each.

The exhibits will be made in the Burley Loose Tobacco Warehouse Co's warehouse, and each farmer who exhibits tobacco will be required to bring 500 pounds. The fair will last four days and at its conclusion the tobacco on exhibition will be sold and the proceeds paid to its owners.

Secretary Wilson, of the Agricultural Department, will be asked to open the fair with an address, and a ticket of admission will be sent to every grower who applies for one.

Among the Directors who have been selected are; W. J. Loughridge, President of the Third National Bank; R. M. Allen, Secretary of the National Pure Food Departments; M. A. Scovill, Dean of the Kentucky Experimental Station; W. B. Hawkins, President of the Burley Tobacco Growers' Company; F. R. Toe Water, manager of the Burley district for the American Tobacco Company; T. A. Combs, Mayor of Lexington; H. P. Headley, President of the Headley Lumber Company, and a wealthy breeder of thoroughbred horses; H. F. Hillenmeyer, Director of the City National Bank; J. Embry Allen, State Senator; Desha Breckinridge, of the Lexington Publishing Company; D F. Frazee, President of the Phoenix Hotel Company; F. A. Bullock, County Judge of Fayette county; L. G. Cox, capitalist; T. C. McDowell, turfman and breeder; D. B. Jones, Treasurer of the Southern Mutual Investment Company; S. J. Roberts, Leader Publishing Company; J. W. Newman, State Senator; John Skain, Director Phoenix National Bank; C. F. Brower, J. T. Tunis, merchants; S. T. Harbinson, of the firm of Harbinson, Jewell & Patterson; Charles Patrick, William McCord, planters; A. Smith Bowman, Secretary of the Southern Mutual Investment Company, and A. S. Winston, President of the First National Bank.

REVENUE INCREASE OF 12 PER CENT IN 26 OHIO COUNTIES.

Toledo, O., April 7.

Whether it be that there are more smokers in northwestern Ohio now than there were one year ago the records of the internal revenue office show that there has been an increase of 12 per cent in the number of cigars made in the tenth district, comprising 26 counties, over which Col. Waldorf has supervision as collector of internal revenue. During the year 1904 in this district 92,973,368 cigars were made, of all grades, which is an increase of 9,496,546 over the previous year

This district of Ohio contains hundreds of factories, large and small, and is noted for the numerous brands of cigars that are put on the market, especially from the southern part, which includes the large factories of Lima.

WILL HOLD TOBACCO FOR BETTER PRICES.

Cloverport, Ky., April 7.

At a meeting of the tobacco growers of this district, held here, a committee was appointed to raise money and to rent a tobacco warehouse, in which to put up and prize this year's crop of tobacco. The farmers propose to store away their tobacco till better prices are reached.

TO RAISE TOBACCO IN OUTAGAMIE COUNTY, WIS.

Tobacco is to be given a trial in Outagamie county, Wisconsin, this summer. A firm composed of Max Shapiro, E. Ressman and D. Shure, has rented five acres of land two miles north of the city where they expect to set out tobacco plants about May 15. They have already planted the seeds in hot houses. Shure has been in the tobacco business in Russia for the past thirty-five years.

INTENTIONAL SECOND EXPOSURE

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia.

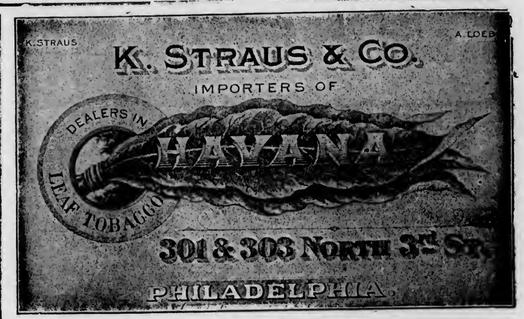
FOUNDED 1855. SELECTED D&T VUELTA ABAJO
John T. Dohan. Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1845 L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**
118 N. 3d St. Phila.



BENJ. LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana
21st N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE

5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

PATIENCE IS A HARD VIRTUE TO ACQUIRE.

I notice that the editor of the retailer's department of this paper is never at a loss to supply a page of bright suggestions to retail dealers, as to how to run their stores successfully.

For the most part these are all right and I believe that every retailer can at times profit from the department, according to his circumstances. Some of the advice would be pretty hard to follow under certain conditions, however, and I think that in every case laid down there are likely to be exceptions.

The dealer and his clerks are frequently told always to be courteous and accommodating no matter what sort of a grouch their customer may be, and to put up with everything short of outrageous insults, always remembering that the dope on the front side of the counter is hurting no one but himself.

I think that is the gist of the philosophy, and as I said before, it must be terrifically hard to follow at times. The clerk has a side of it that will be a plausible side as long as human nature remains human nature.

For instance, I was in a retail store in Philadelphia last week, giving the proprietor a little treat by letting him hear me talk, when a young man entered. This is a store where a dozen or two boxes are displayed on the counter for the better choice of the undecided customer. The young man advanced to these and with a deep frown furrowing his intellectual brow, glared them over.

Finally one box was unfortunate enough to claim his definite attention and he commenced to paw over the contents. He would take up a handful of cigars and examine each one minutely from end to end and then throw the lot back into the box.

I give you my word he did this with the whole box and ended by taking a bunch over to the door for more light. Here they were subjected to the closest possible scrutiny, and at last the youth selected two, with the air of consenting to be victimized for the sake of being a sport. He handed the clerk a dime and went out.

The latter, who is the proprietor of the store, came around in front of the counter and meekly began to reduce the chaos of discarded cigars to some order.

There was another man standing near the cigar lighter who had watched the entire operation with deep interest. He was evidently a very profane man and he felt like exercising his gift. After sundry and various remarks that would not go through the French mails, he wound up with the pithy statement that he'd be —— —— if he'd sell a cigar to a —— —— like that.

"Well, you noticed I didn't pay any attention to him," answered the dealer. "I just allow him to wait on himself and then fix up the wreck. He acts that way every time he comes in and at first it made me hot under the collar. I didn't say anything, though, and now he just amuses me. The funny part of it is, he comes in here one day, and picks out the cigars he had discarded the day before."

"Well I'd leave the —— —— plug cutter at the —— lobster," declared the profane man.

"It wouldn't do," said the dealer. "I did lose my temper this morning, though," he added sorrowfully. "A cheap looking guy came in and said 'Gimme a Cinco,' or rather, he said Sinko I handed him out the box and after he had run a dirty hand through the lot he picked one and said, with the accent on the name:

"'Is this a Cinco?'

"I didn't like his face anyhow and I grabbed the cigar back, put it in the box, slammed the lid to and put the box away.

"'See here young man,' I says, 'you don't want to buy a cigar!'

"Well he just gave me a surprised look and walked out without saying a word."

"Good enough for the ——," commented the man who was profane.

"No," answered the dealer, "I shouldn't have done it. It isn't a question of merely losing the sale of one cigar. That's a minor point. My idea is that the successful clerk is the one who doesn't regard himself and his customer as man to man, but as merely a salesman to a customer whose relations begin and end with the actual transaction of the business. The cranky customer very probably makes a fool of himself wherever he goes and the clerk, personally, does not figure in his spleen at all. Conse-

(Concluded on page 34)

Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia
Hollard's

F. V. ESHLEMAN,
1600 Arch Street, Philadelphia,
MAKER OF

HAVANA CIGARS
A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

THE REALM OF THE RETAILERS

EXECUTIVE SYSTEMS OF THE UNITED CIGAR STORES COMPANY.

IN the April number of the Business Man's Magazine and the Bookkeeper is an article by Camillus Phillips under the title given above. The article is lengthy but uniformly interesting and a careful perusal of it would benefit every retailer in the trade, whether he is a rival of the United Cigar Stores Co. or not. The writer of the article is a frank admirer of the system which he explains, but explains it with such admirable detail as to give a good reason for his admiration.

The independent dealer reading this, will understand how seriously he is handicapped by such a system, which naturally is impossible to himself, or to any interest short of a great corporation. To read it is to understand how the company has been successful in invading conservative fields, but at the same time to understand that this success has never been accomplished without hitches or without having to overcome the disadvantages which were a result of its very magnitude.

The article commences with a brief description of how the company came into existence, and then says:

President Whelan himself enlisted the aid of the wholesaler who, in every city, was to be local adviser and, probably, the local supply agent. He himself inspected the stores which were purchased —always for cash and always without regard to purchase price if the location and the trade promised a legitimate return on the investment. He engaged the owner as the store manager, termed chief clerk; he paid better wages to store clerks than were paid before, often advancing store salaries 25 per cent. He was able to transfer, in toto, the good will and the allegiance of every store organization in his company. He founded new stores, in a proportion of from 30 to 50 per cent of the number of established stores he bought out; and he solved the problem of the fresh, unskilled labor, by placing, in every store, 50 per cent of skilled labor to train 50 per cent of unskilled labor.

But he could look only to time and hard work for the re establishment of the normal two per cent of damage to stock when it receives expert handling. When a campaign opened in any city, the ordinary run of injury was from eight to 12 per cent—a loss eliminating all profit. He could look only to time for the correction of the neophytes' ignorance of the stock, which was bad enough, and of the wants of the customers, which was far worse.

But neither time nor hard work could ever enable the company to stop the petty thievery which, in the aggregate, made killing inroads upon its profits.

Some months elapsed. The volume of the losses was enormous.. A general, comprehensive system had become an essential for salvation. The president of the company was so large a man that he knew perfectly the secret of the successful conduct of large enterprises—the utilization of the maximum initiative possessed by subordinates. In March, 1903, he called a conclave of all general managers, and of all city or district managers. They met at the Imperial Hotel in New York and all came with a written plan designed, in compliance with a previous request of the president, to remedy the looseness which was known to prevail.

Among the district managers was Samuel Bloch, whose territory extended from Canal street, south, in New York city. He was the man who had defined the essentials of the problem and the conclave dissolved shortly after he read his paper. Within three weeks his plan was in operation, and its author was inventory manager, practically adminis trator of the accounts of the entire business throughout the United States.

The thieves dropped into detection like ripe persimmons. The company was merciful—for two months. Then it realized that a thief is bred in the bone, and it became inexorable. It discharged upon reasonable suspicion, and it jailed upon flagrant guilt.

Within one year the percentage lost by petty peculations was reduced below the normal of the average well conducted cigar store outside of the company's control.

The system, of which the foundations are complete fixation of responsibility and precision of inventory, begins before the doors of a new store are opened to custo mers. The chief clerk—with all his stock, old or new, or both, comprised within the store's four walls—is there on the selected day nominally a selling agent for the company, practically in the position of an independent dealer awaiting inventory of his stock, down to the last half cent of values, by receivers for his creditors. To him come a "team" of two special agents of the company, from New York if the store is in Philadelphia, Pittsburg, Buffalo or any other center east of Chicago; from Chicago, if it is west of that operating center. Several teams of special agents operate continually from the two centers, regularly for the making of monthly inventories and, as occasion demands, for the making of the initial inventory at new stores.

Part of their work is educational, for it remains for them finally to impress upon the chief clerk the value of neatness and attractive display of stock and, more than all else, the unvarying importance of every minute detail, so that he shall realize how the entire inventory system operates upon a unit basis, with every individual package of tobacco, every cigar and every cigarette reckoned as one, distinct unit in a decimal system of accounting. He learns, then, the lesson that he is personally responsible for everything within those four walls, down to the value of a fraction of a cent.

The special agents, making their records in his presence and with his verification, set down the total number of units in the stock, to the last cigarette and the ultimate package or plug of tobacco. He is debited with all, as if he were the independent dealer, but at the selling price at which he is to dispose of every distinct group of units. The chief clerk is thus in debt to the company at the full retail price, for all the stock found in his store by the special agents.

With the departure of the special agents, the chief clerk is at liberty to open his store doors and sell his first cigar, cigarette package or plug of tobacco. He knows that one month later, there will be a fresh inventory by the agents and that, meanwhile, it is incumbent upon him, at any hour of any day, to be prepared to show either the original stock as inventoried or the money for every missing portion of it as appraised at the retail price with which he has been debited. The one disturbing factor for the full retail appraisement is the box trade—a very important element in the business of the company, whose aim it is that all of its stores shall secure as large a sale as possible for full boxed goods are necessarily made at a reduction from the retail price arbitrarily fixed as the standard of value. The "General Braddock" cigar, for instance, with its retail appraisement at $4.17 as sold in groups of sixes, is disposed of at $4.00 per box of 100, a difference against the chief clerk of 17 cents. The adjustment of the discrepancy incidental to the box trade is arrived at by means of a rebate for the amount of the difference, which the chief clerk credits to himself in the form of a discount, in a special report on box sales.

Being debited with the goods at full retail price, the chief clerk must watch all his rebates on box sales for his own protection, and only by making an exact rebate which must fit in precisely with the condition of his stock, can he keep his account straight with the company. Before the system was instituted, the store clerks could readily find in the box sales opportunities for false statements, by which they could put into their private pockets the difference between the retail prices, and the box prices at which they alleged they sold the cigars.

The system of debiting the stock to the chief clerk at the full retail prices, put upon him the onus of proof of sale at the lower price permissible for box trade, while the rebate or discount put it in his power to safeguard himself to the extent of the actual returns. The rebates as reported from all the stores, are tabulated in the New York office by a large force of tabulating clerks and are compared with the condition of stock as reported periodically by the inspecting teams of special agents. It has happened repeatedly that a month's inventory of all stores doing $5,000 monthly business, has balanced with the monthly account of the daily report with no greater discrepancy than ten cents.

The article by Mr. Philips is much longer than this and includes some matter regarding the cash register system in the United stores, and the manner of making out reports which will probably be taken up on this page at another time. What is printed above, however, shows how small details were considered in the making of the system, and how just that very care has made the great chain of stores possible.

• • •

THE Eskimos of Point Barrow know good tobacco from bad, but have a peculiar way of showing their appreciation. The habit of chewing the weed seems to be universal. Men, women and even unweaned children keep a quid, often of enormous size, constantly in the mouth. The juice is not spit out, but swallowed with the saliva without producing any symptoms of nausea.

WINDOW DISPLAY of I. LEWIS & CO.'S "GOLDEN EAGLE"

I. LEWIS & CO.'S new "Golden Eagle" brand of little cigars is being pushed extensively in New York city, and, according to dealers who are handling it, is catching on. William B. Turk, general advertising agent for the company, who is handling the force which is exploiting the brand in New York, is responsible for some effective window displays. The above cut gives a view of H. Brand's window, 458 Brook avenue. The bottom of the window is in puffed red cheesecloth; the eagle is made of papier mache, and the centre design on which the eagle rests is plaited around the edge with cheese-cloth. The sign in the centre is yellow, with black letters shaded with blue.

The Best Means for Protection
IS A NATIONAL CASH REGISTER

READ WHAT THE DIRECTOR OF CONCESSIONS OF THE WORLD'S FAIR SAYS

DAVID R. FRANCIS, PRESIDENT — WM. H. THOMPSON, TREASURER — WALTER B. STEVENS, SECRETARY

WORLD'S FAIR, ST. LOUIS
1904
LOUISIANA PURCHASE EXPOSITION
DIVISION OF CONCESSIONS AND ADMISSIONS

NORRIS B. GREGG, DIRECTOR
OFFICE OF THE DIRECTOR

ST. LOUIS, U. S. A. December 5, 1904.

Gentlemen:
After careful consideration of all other systems for handling cash, it was decided that, for the quick and accurate accounting of the daily receipts, the concessionaires on the grounds of the Exposition should use the NATIONAL CASH REGISTERS.
We are entirely satisfied with the working of the one thousand or more registers which were in use on the Exposition Grounds.
Your machines furnished information and protection to both the concessionaires and the Exposition Company which could not have been obtained in any other way.
We believe the NATIONAL CASH REGISTER is the best means of protection to all concerned wherever cash is handled.
Very truly yours,
Norris B. Gregg.
Director of Concessions and Admissions.

National Cash Register Company,
Dayton, Ohio.

Please Mention The Tobacco World

MORE RABID POISON NEWS.

Our Weekly Extract from the Chicago Journal.

The following is about as rabid as any of the poison articles which have been appearing in the Chicago Journal. The most charitable interpretation is that the writer has no clear idea, himself, of what he is trying to do. The article:

"A striking example of the results of the tobacco trust's methods is shown in the case of a young man, the son of a widow, who is dangerously ill in a West side hospital, suffering from the excessive use of adulterated tobacco. A lot of tickets, found in the patient's pockets, are redeemable at some distant date in cheap jewelry and other useless things. The trust's retail stores throw them in as a sop to purchasers.

"The case ought to be a warning to every consumer who is in the habit of patronizing the trust's retail stores," declared the head of the Independent Dealers' publicity department. "Furthermore it ought to be a lesson to all storekeepers who keep for sale trust made cigars and cigarettes, if they care to save their reputation as handlers of independent made goods only. These goods can always be guaranteed to contain nothing injurious to the health of the smoker.

"Look at the large quantities of cigars marked down to 2, 6 and 8 cents daily, displayed in the trust's store show windows, and which are continuously exposed to the rays of the sun and to germs of all kinds of disease. They must be disposed of at some time, after they have served their purpose to beguile the consumer.

"The tickets going with the purchase, at a cut-rate price, find occasional victims, as in the case cited."

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM, GEO. W. BREMER, JR. WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB — EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. — IMPORTERS OF SUMATRA TOBACCO.
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA MARKET REPORTED TO BE FAIRLY ACTIVE.

Stocks of Old Crops are now Practically Exhausted and Some of the New Tobacco is Commencing to Arrive. Rainy Weather Has Enabled Farmers to Take Their Tobacco Off the Poles and Begin Handling It.

[Special Correspondence of The Tobacco World.]

HAVANA, April 3, 1905.

Notwithstanding the fact that there are no new arrivals of buyers to speak of, the market has been well sustained and, considering the season, fairly active. The trust and commission houses have been the chief buyers, while some of the local dealers have also operated more or less in picking up desirable lots which are not likely to deteriorate.

Exports during the week amounted to 4,216 bales, of which 3,858 bales went to the United States, the remainder going to South America, Europe, Mexico and Australia.

As the stocks of the old crop are virtually exhausted and some new tobacco is beginning to arrive, the receipts from the country will henceforth mostly consist of the 1905 crop. Rainy weather prevailed last week over the eastern and western ends of the island, enabling the farmers to take down the dried tobacco from the poles and commence the first part of the handling of the new crop by making the so called "matules" or bundles, and throwing them into piles.

As far as the little tobacco that is left in the fields is concerned the problem is whether the rainy season has really set in early, or whether the atmosphere will turn dry again. In the former case there will be no further cutting, while in the latter there may be some cutting in the Santa Clara province, as well as in the Semi Vuelta and the Lomas of the Vuelta Abajo.

This is the only chance which the farmers may have to collect some capaduras and short fillers, thus possibly increasing the quantity of the crop to a small extent

Don Luis Marx, the enterprising and wealthy planter, has opened his escojida in Havana for about a week past and already has some beautiful wrappers which may be in workable condition next month. Bruno Diaz & Co. have also received 100 bales of new Partido wrappers from the country, and others expect to receive small lots before long.

While opinions are divided as to whether it is good policy to start the packing of the new crop early, or later when the real humid summer weather has set in for good, the manufacturers are the only competent judges to decide, but as long as the craze for light colors continues, and there is usually a scarcity of such wrappers, the packers are more or less forced to start their escojidas as early as the weather conditions will permit.

That wrappers do not promise to be plentiful must be the prevailing opinion among dealers, as otherwise it cannot be explained how some of them have started in to buy in the Partido section, raising the prices from $2 to $2.50 per bundle up to $3 and $4 per matule.

Sales

amounted to 3,291 bales in all, divided into 2,031 of Vuelta Abajo, 270 of Partido and 990 bales of Remedios. The buyers for the American market have taken 2,011, the local cigar manufacturers 1,224, and European exporters 56 bales.

Buyers Come and Go.

Arrivals:—Alfred Meyer, of Hamburg; David del Monte, of New York.

Departures:—Max and Morris Davis for Cincinnati, Leopold Loeb for Philadelphia, John Wardlow for Key West, Otto Sartorius, and Charles Blasco for New York.

Havana Cigar Manufacturers

Business is described as picking up in some of the larger factories, while the majority of the smaller ones still complain and note no change in the receipt of orders from the United States or abroad. Until the new leaf becomes workable, as far as wrappers are concerned, it is not very likely that there will be a great increase in the demand

Exports per steamer Mexico were 4,175,610 cigars.

H. Upmann & Co. report business as good with them, so much so that they may be forced to increase the number of their cigarmakers. They exported last week 510,000 cigars. Heinrich Upmann, the senior member of the firm, who usually lives in Hamburg all the year round, arrived here last week on the steamer Mexico on a visit. Gustav Runken, a former member of the firm, now retired, passed through here with his bride, en route for Mexico.

Cifuentes, Fernandez & Co., of the Partagas factory, do not seem to know any dull times to speak of, as they have large orders from Australia, England, and the United States.

Por Larranaga is doing a fair business with Great Britain and the United States, where Barron Taylor seems to be hustling all the time. Don Antonio J. Rivero, the manager, also says that their Canadian representative, Charles Landau, is giving a good account of himself.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HABANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA.

E. A. CÁLVES & Co. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

PARTAGAS
Independent Cigar Factory
The Oldest Brand — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

JOAQUIN HEDESA
Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
83a Amistad St., Habana, Cuba.
Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

S. Jorge — Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

Bruno Diaz — B. DIAZ & CO. — R. Rodrigues
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.
Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nene" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Sol is working satisfactorily. Behrens & Co. expect their factory will be one of the first to work the new wrappers, as they have already made some trials with a few leaves. As the tobacco is bound to improve in texture and colors, however, they will not send off any samples until they are thoroughly convinced that the new wrappers will be perfect in every respect, and give entire satisfaction to the smokers.

Ramon Allones is working steadily upon orders from the United States, Europe and South America. Rabell, Costa, Vales & Co's cigars are getting to be more liked as time passes.

Crepusculo is doing as well as J. F. Rocha & Co. expected, and has no lack of orders.

Calixto Lopez & Co. have some very fine orders from Germany.

Remigio Lopez y Hno. are getting their share of business in their La Mas Fermosa factory.

Buying, Selling and Other Notes of Interest.

The trust has been the heaviest buyer of all kinds of leaf for its factories here as well as those at Tampa, the amount being above 1,000 bales.

Loeb Nunez Havana Co. sold 532 bales of Remedios and Vuelta Abajo to local buyers as well as to their northern customers.

Germany refuses to accept any Cuban cigars as genuine unless the boxes contain the warranty stamp with the name of the manufacturer or his brand, and also the seals of the Republic of Cuba and that of the Presidency. American importers, retailers as well as smokers, should insist that each box has this stamp affixed, or otherwise reject it as being of doubtful origin.

Morris and Max Davis secured some choice vegas of Remedios for their Cincinnati firm of A. Davis' Sons & Co.

G. Salomon y Hnos, disposed of 500 bales of Vuelta Abajo, Partido and Remedios.

According to the Spanish paper, "El Tabaco de Cuba," Don Gustavo Bock has been appointed Honorary President of the Havana Tobacco Co., and thus ceases as managing diretor of this company. As he had an ironclad contract for a long term of years as director of the former Henry Clay and Bock & Co., Ltd., it is doubtful whether this could be rescinded except by his voluntary resignation.

Aixala & Co., closed out 500 bales of Vuelta Abajo and Partido from their holdings last week, which included 50 bales for Mexico. It seems they are the only exporters to Mexico from here.

Charles Blasco, who left yesterday per steamer Mexico for New York, has done a very fair business last month, and his object in leaving temporarily is more in the nature of a rest, as he had been working very hard last winter.

Sobrinos de A. Gonzales sold 250 bales of Vuelta Abajo to local buyers.

Jorge & P. Castaneda are buying leisurely in the Partido section, as they do not think the high pretensions of the farmers are justified, and they are trying to protect the interest of their clients all that lies in their power.

Rz. Bautista & Co. made several sales aggregating 250 bales of Vuelta Abajo.

Pancho Vidal Cruz arrived in the best of spirits from his trip to Tampa, and soon expects to start the escojidas of Voneiff & Vidal Cruz.

Bruno Diaz & Co. disposed of 220 bales of Vuelta Abajo and Partido.

Luis Muniz, of Muniz Hnos. & Co., has gone to San Diego de los Banos for a short sojourn.

Suarez Hnos. turned over 140 bales of Vuelta Abajo to a local factory.

Leslie Pantin executed some good orders for his customers in the North.

Antonio Suarez closed out 106 bales of Vuelta Abajo last week.

Narciso Gonzalez, of Sobrinos de V. Diaz & Co., is making his preparations to start their packings in the country as soon as the weather will permit.

Jose Menendez sold 93 bales of Vuelta Abajo last week.

Receipts From the Country

	Week Ending Mar. 31. Bales	Since Jan. 1. Bales
Vuelta Abajo	895	9,465
Semi Vuelta	35	817
Partido	201	1,800
Matanzas	—	5
S. Clara & Remedios	21	8,581
Santiago de Cuba	—	4,633
Total	1,152	25,301

Recent Incorporations, Etc.

The Export Tobacco Company, of New York, has been incorporated with a capital of $100,000. The directors are A L. Lowenstein, Saml. Lipmann and H. H. Kutner, of that city.

The Majestic Cigar Company, of Cleveland, O., has been incorporated by Joe H. Levy, John L. Miller, Jr., Frank Schnelbly, William Davis and Chas. H. Taylor, with a capital of $10,000.

S. A. Ryan & Co., of Springfield, Mass., has been incorporated to deal in liquors, cigars and tobacco, with a capital of $10,000. The incorporators are Sylvester A. Ryan and Charles H. Bailey, both of Springfield.

The La Leal Cigar Co., of New York, has been incorporated to manufacture cigars, with a capital of $10,000. The incorporators are E. T. Pfaff, of New York, and B. R. Bauscha, of Newark, N. J.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
The Smokers' Favorite Brands. RED LION, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam Grasak.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

F. & SCHOENER. CABLE ADDRESS "TACHUELA"
L. J. SCHOENER & Co
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
68 MAIDEN LANE
NEW YORK.
Importadores de Sanchez, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
B. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, April 10, 1905.

The retail market in this city is not precisely dull but could be much brisker without bothering the dealer to keep up with the movement. This may be the result of the turn of seasons and doubtless will be very temporary. Last week's weather included some that was not at all good for the retail business but as the rest of the month is expected to be more pleasant the dealers will probably benefit.

The majority of the retailers have been booking their spring orders and as the movement of the goods over the counter has been, at its poorest, much better than a month or two ago there is little fear that the goods when they arrive can be gotten away with.

The manufacturers report themselves to be quite busy and declare that orders are coming in from all parts of the country in gratifying measure. This, despite occasional grumbling from road salesmen who perhaps have been expecting too much all at once.

The salesmen who have been covering the West have sent in the most orders and speak most cheerfully. Some firms are doing very good Southern business and the trade in Boston and that section is also reported to be improving steadily.

• • •

Following a week of comparative dullness the leaf market picked up appreciably and considerable business was done all last week. This is the natural result of the increased cigar factory output, and shows that the manufacturers who were holding off as long as possible are now forced to lay in leaf. Many manufacturers are buying just as little as they can get along with, but according to some leaf dealers, last week the buying was more liberal.

It seems likely that prices will stiffen instead of becoming easier and the manufacturers are beginning to recognize that fact. It is a matter of common knowledge in the leaf market that manufacturers would have done better by buying some grades earlier, when they believed that prices were higher than they could remain.

The scramble for Sumatra at the inscriptions, regardless of the fierce prices which prevailed, will have a reactionary effect on all grades of wrapper, and will not only secure better prices, as has been stated, for the Florida grown article, but will effect all leaf of this description.

Stocks are still very low and as it is believed that a great many manufacturers are short on wrapper it is extremely probable that they will have to pay pretty heavily before they can secure what they want.

Havana moved well last week, and a goodly quantity of some forms of domestic filler changed hands.

• • •

The firm of Park & Tilford was again bothered by telephone thieves. Some weeks ago a well concocted plot to victimize this house was put on foot, the thieves working the old trick of ordering goods by telephone and sending for them by messenger, the order being supposed to come from a reputable customer. This time the boot was on the other leg and the mysterious customer represented themselves as being a buyer for Park & Tilford. The order was made on Bennett, Sloan & Co, and the voice at the other end of the telephone ordered 25,000 cigars for Park & Tilford, and declared that he would send a messenger for the goods.

The messenger arrived a few minutes after the telephone call and presented a very decent appearance. He was given the goods and returned a receipt which he signed for Park & Tilford. At once placed under arrest, he gave the name of Charles Tiel, Baltimore. He said he had been looking for work and had been hired by a man whom he had never before seen, to go after the goods. He was held until a man who answered the description he gave might be found.

• • •

The Esberg & Gunst Co. and M. Stachelberg & Co., both firms well known in this market and elsewhere will hereafter do business practically as one concern. Negotiations to this effect have been under way for sometime and were concluded last week by the signing of all the papers necessary.

The Key West and Tampa factories will be run separately, but it is understood that these may be consolidated when the new arrangements are well underway. The manufacturing end of the combined business will be under the able direction of Edward G. Stachelberg, who will also purchase all the leaf tobacco for the house. The present address of the concern is No. 7 West 18th street, but this address is temporary and announcements will be made at an early date where the firm will permanently locate. The B. Wasserman Co., which has been acting as an exclusive distributor of the Stachelberg plant, this section, will continue in that capacity.

• • •

The Royal Co. will establish itself at No. 37 Wall street, the Metropolitan Trust Building, where a show room and general depot will be arranged. This will help box deliveries in the lower section of the city and will act as a splendid advertisement for the company. As a special inducement the company sent out letters to the principal dealers offering them a discount of 5 per cent on all imported cigars purchased from the company. As similar offers have been made by other concerns, this looks as if competition in high grade goods will become much more active than heretofore. The new Wall street establishment will be handsomely furnished and one of the principal features will be the installment of the most approved devices for the storage of the finer grades of cigars

• • •

The regular meeting of the Retail Cigar and Tobacco Dealers' Association of this city will be held at their headquarters on Third avenue tomorrow night. The members of this association are strongly urged to put in a more frequent appearance, as the discussions which take place at the meeting are frequently of such a nature as to be of great benefit to those present.

The A. Hillman Co. is now ready to receive its friends and customers in the company's new quarters at 437 Pearl street. It will at once be seen how much more conveniently the Hillman Co. is now situated and the members of the firm have been receiving congratulations on the constantly increasing business which made the removal necessary.

C. A. Clark, representative in this country of Adolph Frankau Co., (Ltd.), pipe manufacturers of England, was in this city last week showing his samples. Mr. Clark says that the pipe business is looking up, and as a result has a more handsome and extensive line of goods to show than for sometime. In line with this, local dealers report that they have been selling quite a large proportion of this class of goods lately.

Thomas C. Connor, for several years local representative of Sanchez & Haya, has accepted a similar position with Salvador Rodiguez,. His territory will include New Jersey.

Secretary Webb, of the Cuban American Manufacturing Co, will reach this city early this week after quite an extensive trip to Havana and Tampa.

John H. Harris, of the South Jersey Tobacco Co., of Mt. Holly, is frequently seen in town. This company is one of the important jobbing houses of its section of New Jersey and the firm's business has so increased lately as to make larger quarters necessary.

The American Stogie Co. is meeting with considerable success with its new stogie Princeton Puffs, which the company recently put on the market. The stogie is attractively put up in regular cigar boxes, 100 in a box, which are artistically decorated with the Princeton arms. They sell 3 for 5 cents.

The United Cigar Stores Co. reports a good run of business at its new store at 627 Fulton street, Brooklyn, which was opened a week ago. As usual, extra coupons and presents formed a feature of the opening,

• • •

The protest of the Havana Tobacco Co. against the assessment of duty by the collector of customs at this port has been sustained by Board 3. The articles in question consisted of certain cigar boxes differing from the ordinary cigar boxes, made of heavier material, with beveled edges, divided into compartments, and having hinged lids fastened with small brass hasps. They were classified as unusual coverings, in accordance with the provisions of section 19, customs administrative act of June 10, 1890, the appraiser reporting that they undoubtedly cost several times as much as the regular cigar boxes and were primarily designed to attract holiday purchasers by their unusual features. As the evidence showed that these coverings had been used for transporting such cigars for many years, particularly about the holiday season, the Board sustained the importers' contention that the boxes should have been passed free of duty as usual covering,.

• • •

H. Duys & Co. last week purchased out of hand of tobacco to be offered at inscription at Amsterdam on April 7, 300 bales S. K. Deli and 133 bales My | St. Cyr | Deli, and resold it to a large American manufacturer, whose buyer is attending the inscriptions. Prices are again running very high they say. Samples of this firm's purchases at the earlier inscriptions are now ready to be shown the trade. They claim the tobaccos which they have thus far purchased are by far the handsomest they have ever had to offer.

Trade-Mark Register.

CAP. WILLIAMS "THE SCOUT" 14,758

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 4, 1905, at 3 p m, by John Shull, Jr, Philadelphia

THE JOHNSON SPECIAL 14,759

For cigars Registered April 4, 1905, at 3 p m, by the Johnson Pharmacy, Inc, Hampton, Va

APPETITE 14,760

For cigars Registered April 7, 1905, at 11 a m, by Joseph Drucker & Co, Philadelphia

570 (FIVE SEVENTY) 14,761

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 8, 1905, at 9 a m, by Frank Telscher, Cincinnati, O

STATE'S RIBBON 14,762

For cigars Registered April 8, 1905, at 9 a m, by Halberstadt Bros, Phila

THREFERENI 14,763

For cigars Registered April 10, 1905, at 9 a m, by F B Trout, Lancaster, Pa

EL MILLO 14,764

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 10, 1905, at 4 p m, by Miller Bros, Philadelphia

PATHMASTER 14,765

For cigars Registered April 10, 1905, at 9 a m, by G Arthur Reed, Telford, Pa

ROYAL TALLENT 14,766

For cigars Registered April 10, 1905, at 9 a m, by G Arthur Reed, Telford, Pa

REJECTIONS.

Receda General Oyama Yellow Brand Nicholeni Dimero Rialto Clio Jersey Blue Bond

CORRECTION.

"Annamount," 14,753, registered on March 31, 1905, for F B Trout, Lancaster, Pa, should have been Annamont

—Edward Whitlock will establish a cigar factory in Richmond, Va., and has secured a building on Twelfth street, which will be remodelled for the purpose.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 98

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUELL
Formerly with F. C. Linde, Hamilton & Co.
C. H. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 306 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Established 1840. Cable "Nasgil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK
EDMUND H. SMITH
ERNEST SMITH

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBERR G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

A Quick Seller—

Quo Vadis 5¢ Cigar

We sell lots of them, and so will you, if you'll only give them a trial.

There is no better nickel cigar made than our "Quo Vadis"—every one is a fragrant, pure and satisfying smoke.

It's the kind of cigars your customers will call for again, and even the most fastidious men enjoy their fine aroma.

Besides the big, fat **Diplomaticos,** which we told you about already, we also make a more slender shape, a real handsome **Concha Especial.** Both are of the same good quality and of the same reliable workmanship—strictly hand made.

We'll be pleased to send you a sample box of one or both sizes, and to tell you about our **Special Introductory Offer.**

You may return the samples at our expense if not satisfactory, or we allow you their cost from your first order for a thousand "Quo Vadis"—thus you'll not risk anything either way. Write us today—we want your trade.

Alfred Eyer & Co., Cigar Mfrs., Allentown, Pa.

G. H. SACHS
Manufacturer of
Best Grade Seed and Havana Hand-Made CIGARS
245 NORTH CONCORD ST.,
Lancaster, Pa.

Are you looking for a Good
PITTSBURG STOGIE?
"Jolly Fellows"
Hand Made IS THE NAME. Long Filler
MADE BY **Samuel Smith & Son,**
112-14-16 East Jefferson Street,
Special Prices to Jobbers
Mention Tobacco World
Allegheny, Pa.

TOBACCOS THAT SELL.
"DARK HORSE"—The fruit flavored scrap chewing.
"SILVER MOON"—The best granulated smoking for either pipe or cigarette. The smoke for the man who knows.
"BLACK THREADS"—The finest heavy long cut smoking manufactured.
"SUN TIME"—A long cut smoking that always gives satisfaction.
"RED SETTER"—The natural leaf scrap smoking.
"SCOUT" and "OLE VIRGINY"—Good grades of granulated smoking.
UNION MADE
UNIVERSAL COUPONS packed in each package for the consumer. Also FIVE UNIVERSAL COUPONS in each carton of "DARK HORSE," "SILVER MOON," and "BLACK THREADS," for the retailer.
Write us for samples and prices.
THE GEM CITY TOBACCO CO., DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING
Fountain Sprayer for misting fillers - - - - $4.00
Simplicity Automatic Sprayer 7.50
Little Climax Tobacco Pump 10.00
Progress Jr. Spraying Machine 16.50
Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.
DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

The JOHNS-BRASH CIGAR CO.
Manufacturers of the Celebrated
"UNCLE DAN"
Absolutely
Hand-Made
LONDRES AND PERFECTO SHAPES
Main Office:
Lancaster, Pa.
EDW. M. BRASH,
Sec'y & Treas.

TRADE WITH THE PHILIPPINES.

Commercial Museum Curator Tells How to Compete with European Countries.

Washington, D. C., April 11.

The Secretary of the Department of Commerce and Labor has received an interesting letter from Samuel B. Shiley who has charge of the Commercial Museum at Manila explaining the only terms on which customers in the Philippines can successfully deal with United States manufacturers. Mr. Shiley writes:

The Commercial Museum of the Philippines has been in correspondence with a large number of American manufacturers for some time, and it appears that they are not properly informed about certain matters, or they are not willing to meet the conditions existing here. With your permission and aid, the museum would like to call the attention of manufacturers who are interested in the trade with the Philippines to a little matter that will have an important bearing on the success or failure of their trade in these islands.

With regard to terms of payment for goods ordered from the United States, nearly all with whom the Commercial Museum has corresponded demanded one half cash with the order and the balance as soon the goods arrive at Manila.

Taking into consideration the time consumed by sending an order to the United States, the time required to place the order, have the goods packed and sent to the Philippines, plus the delay in the custom house, the local importer will be out one half the purchase price, at the very least, three months, more likely four months, before he gets the goods. He must then pay the balance, and afterwards distribute the goods among his patrons in Manila ond other cities of the archipelago. In from one to three months later he will realize on the goods from his customers. The importer has thus been out of his money three and six months.

Who can best afford to carry these credits—the importer in Manila or the exporter in the United States? By special inquiry at one of the Manila banks today, it is learned that the demand for money at 2 per cent per month is far in excess of what the bank is able to supply. This condition of the money market and this same rate of interest has been with us practically unchanged for the past three years. The exporter in the States should grant from three to six months' time computing interest at an ordinary rate, and adding a reasonable percentage for the risk of deferring payment, his goods would still gain an advantage of from 5 to 7 per cent of the purchase price, as compared with the prevailing terms of payment.

There is a universal disinclination to pay for a thing before you get it. There is an established custom in the Philippines on the part of the importer, the retailer, and the consumer to buy on time. In addition to this, European countries are in the market, freely offering from three to twelve months' time. With such conditions in force here, the American exporter cannot help but see the wisdom of more liberal terms in matters of deferred payments.

It frequently occurs that both large and small purchasers who have sufficient resources to make a time sale perfectly safe have no ready cash, and, in consideration of deferred payments, would gladly pay a higher price. Many must buy on time or not at all—that is pxactly the situation. The exporters of America or Europe who will meet these peculiar conditions will secure the most profitable trade these islands afford.

The Commercial Museum is always ready to give correct information about the reliability of any Philippine firm. Under this protection exporters of the States may place themselves in a more favorable position to compete with exporters of other countries. They should take into consideration not only the prices of their competitors, but also their terms of payment, the peculiar situation in the Philippines, the customs, and the prejudices of the natives.

W. R. DAUGHERTY & BRO.
Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

Established 1881 —THE— Incorporated 1902

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Published Every Wednesday
BY THE
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PHILADELPHIA, APRIL 12, 1905

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

DON'T STAND IN YOUR OWN LIGHT.

From time to time in this paper have been printed extracts from the Chicago Journal, written for the purpose of driving business away from the United Cigar Stores Company's branches in that city. The majority of the articles were radical in the extreme, if not absolutely rabid, and among other accusations, charge the concern in question of deliberately adulterating the cigars which it sells with most harmful ingredients, of a nature very quickly to destroy the health of a smoker.

They further accuse the clerks of the company of substituting inferior cigars for those of a good brand name wherever possible, and of taking means to get the best of the customer by fair means or foul, even intimating that the short change racket is likely to become popular.

The Journal poses as the champion of the independent association of cigar dealers in its city, and permits the reader to infer that the attacks are inspired, prepared and directed by officers of that association.

The Tobacco World does not wish to believe that the association could be so misguided as to fall over its own feet so persistently. This paper has no desire or license to take up the cudgels for the United Cigar Stores Co. On the contrary it believes in the divine right of the single-handed dealer, who is making a struggle to help himself.

Such being the case we feel pity for that dealer if he beats his head against a stone wall. And aside from this divine right, precedent has proven it a natural endency of the independent dealer to open a new and additional store when he gets a chance to do so profitably, and to continue that policy until he is the proprietor of a small chain himself. And if all those who visit the United stores to buy their cigars or tobacco were to transfer their trade to his smaller chain, to an extent, even, that would permit him to add to it, no complaint at all would proceed from him.

So much for the live and let live phase of it. Now for the folly of such attacks as are voiced in the Chicago Journal, no matter from what source. In the first place, the consumer is not so helpless that he has to be looked after like an imbecile in a drug store. On the contrary, he is extremely quick to form unshakable opinions of his own regarding his smoking, based on nothing stronger than his whims or fancies. So much can be testified to by every cigar clerk.

In the second place, a customer gives his trade to a particular store because he believes he can receive a better return for his money there. His loyalty to the store is ephemeral for the reason that it is based solely on selfishness, and lasts only so long as the man continues to believe he is getting the extra return for his coin.

It is true that a great many smokers are no proper judges of cigars, and would be unable by smoking to tell a ten cent brand from one which would retail for a quarter. In other words they are unable to distinguish average or ordinary tobacco from good tobacco. Moreover, the blending is of necessity, gradually changed in every brand on the market, for with the vagaries of the plant, it would be impossible to produce the same cigar year after year. It is also a fact that this variety is established without the consumer's knowledge. But there are few smokers who stick to one brand, who would not know it on the instant if some entirely different cigar were substituted.

If this were not true it would be idle to work for different blends for different brands, as a cigar would mean a roll of tobacco and nothing more.

On the other hand, every smoker, however ignorant, is quick to convict that terrible article, vulgarly known as a "stinkadora," whose relation to the cigar is that of the straw man to a real one.

And these adulterated, poisoned, odoriferous no-cigars are what the Chicago Journal declares the United Cigar Stores Co. is able to foist on a trusting public month in and month out without detection. Truly if such could be the case, it would seem scarcely worth while to use any tobacco at all.

Briefly, the Journal's articles are an insult to the smoker's intelligence, and would be so regarded by every independent dealer, no matter how biased, if he were to apply them to some other form of business, and regard them from the standpoint of the consumer.

A WESTERN PAPER prints the following in its editorial column:

"It is suggested that all that is needed to smash the tobacco trust is for the people to quit smoking for a short term and stop spending their two hundred million dollars annually for tobacco in its various forms. Most smokers will decide, after careful deliberation, to leave the matter to the departments of commerce and labor and of justice."

THE TAXATION OF THE DEALER FOR HIS OWN SALVATION.

Another sufferer from the lack of a proper retail tax has written us, and hopes, as we do, that he will hear from others on the matter. It is certain that, in order to preserve his identity as a cigar and tobacco retailer, the dealer must see to it that some restrictions are provided for the discouragement of pirates.

As our correspondent says, it is simply maddening to feel that a business is crumbling to nothing while its proprietor must sit with his hands folded. It is heart-breaking, and all the more so when there is a certain remedy which could and should be put in operation.

Philadelphia, April 12, 1905.

Editor Tobacco World:

I am glad to take advantage of the offer which you have given retailers to express their opinions on the taxing of their branch of the trade, and want to say, right at the start, that I am heartily in favor of the movement as expressed in the "Old Salesman's" column.

The retail cigar and tobacco trade is indeed becoming a precarious occupation, owing to the great number of outsiders who are invading the field without any right or excuse. As the Old Salesman said, this condition is so in no other business and, in fact, I don't believe it would be tolerated in any other business.

If matters keep on the way they are going now, the cigar dealer will soon have no individuality at all, and his only distinction will lie in the fact that cigars and tobacco are the only things he has to depend upon for a livelihood.

Retailers in other forms of business made a great complaint when the department stores began to increase their stocks so that they were selling everything. Their complaint is a very small one beside ours. The department store can operate only in the central districts of large cities, whereas a retailer, no matter what he has to sell, has any residence section open to him. He can be hurt by the department store only to a limited extent. On the contrary, the cigar dealer is hit on every hand, because any old thing, from a bootblack stand to a soda water counter, thinks it has a right to grab off a share of the cigar man's business.

What help is there for us if something isn't done in the way of a preventive tax?

"One who would gladly be taxed," whoever he is, knew what he was talking about when he wrote the letter which appeared in last week's Tobacco World. He says the only salvation for the trouble is taxation, and let that be a heavy one. That is the point exactly. It would do very little good to impose a tax of a few dollars, for the reason that nearly every outsider who is doing enough business to hurt the regular trade, could afford to pay such a small tax, as it would be very much less than the proportion of rent or his mercantile tax would be, if he was conducting a cigar stand proper.

I have talked with a great many dealers and some of them say, "but such a tax would drive out a great many small retailers whose expenses are quite as heavy now as they can stand." Not at all. We do not want to drive anybody out of the trade who is trying to do a legitimate business. On the contrary, we are proposing this tax to help the small dealer to build his business up. The small dealer would be the very man to be most benefited by such a tax, because the little cigar showcases and such things, in news stands, restaurants, etc., are in more direct competition with the small dealers than with the big fellows on Chestnut street.

I am a small dealer myself and there could not be any one more anxious for a tax than I am. I calculate that I will be able to do business at a decent profit under such circumstances. Now I am barely able to get along. I tell you it is awfully disheartening and discouraging to feel that a once tidy little business is slipping slowly away from you while you are unable in any way to prevent it.

The situation is going from very bad to much worse and though I have spent many anxious hours on the problem I can think of no other way than the taxa- method by which we can save our lives.

I sincerely hope that you will hear from other dealers on this question as I want to know if anyone else has anything better to propose. I would also like to know if there is a single good argument against such a tax.

Thanking you for the interest which you have already taken in our affairs, and for the good work which I know you will do, I am

ONE WHO MUST BE TAXED.

March Revenue Returns.

The returns from the Internal Revenue Collector's office for the First District of Pennsylvania, for the month of March, consist of the following figures:

Cigars at $3 per M.	53,971,420
" at 54c. "	128,000
Cigarettes at $3 "	19,500
Cigarettes at $1.08 per M.	5,022,000
Cigarettes at 54c. "	190,000
Snuff stamps at 6c per lb	534,717
Manuf'd Tob. at 6c per lb	129,825

TRAVELING MEN TO MEET.

The best means to protect traveling men from poor hotel accommodations and railroad injustice will be discussed next Saturday at the annual convention of the Pennsylvania State Division of the Travelers Protective Association, in the rooms of Post A, No. 1602 Arch street, Philadelphia. State President Robert Henniss will preside. State officers and a delegate will be elected to the national convention.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR **5c.**

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

Philadelphia Tobacco Trade.

Here and There With the Retailers

The retailers had occasion to be a little more cheerful this week as consumers seemed to have taken to the habit again and bought with gratifying freedom. That invariable thermometer, the box trade, was appreciably better and dealers are once more permitting themselves to feel that the spring boom will have no more set-backs. That is hard to say, however, as the market appears to move principally by fits and jerks. There were some stores this week that complained bitterly of the slow market, while other stands in the same class a block away were quite busy. Next week it may be just the other way.

I. Lewis & Co's new Golden Eagle brand of little cigars is moving very well in this market, but would establish a much more substantial trade if short sighted dealers could be restrained from cutting the price. The brand was put out to sell at 10 for 15 cents and I. Lewis & Co. have been carrying their advertising to that effect. The cigars are worth the money and would have no trouble in getting it. Some dealers sold the brand at a cut of 3 cents during the week, however. This is mistaken and suicidal policy and dealers who run their business on business principles always feel like throwing an article out that is being so juggled by the greedy.

A carbon copy of the missing will of Moses H. Lichten, a former cigar dealer, who died recently and whose home was at 1853 North Park avenue, was last week produced at the request of the legatees and proved before Deputy Register of Wills Charles Irwin. This was an unusual proceeding, as evidence was produced of the execution of the missing document and a carbon copy of the original document submitted for probate. The will disposes of an estate valued at $10,000 and the copy of the will is dated November 6, 1900. The entire estate is directed to be held in trust for the use of the decedent's brother during his life.

Moses H. Lichten was fairly well known by the local trade a few years ago and attracted attention by the very elaborate store which he opened on Chestnut street above Seventh, about three years or so ago and which was practically a failure He also imported considerable Havana tobacco but these and other ventures were not attended with much success.

M. C. Vanaman, of 9 North Juniper street, reports business on the increase. The store is well stocked with a line of high grade goods. E. W. Rugby, the show card and sign writer, has an office with Mr. Vanaman. Mr. Rugby's work is well known among local dealers.

The Moore store, at Second and Market streets, has not felt the dullness, as there is always something new to attract the customer's eye The United store on the opposite corner is bound to get some of the trade, however, when it opens shortly.

B. Frank Batten is getting the first puff of the big summer business which he will land this season in his cosy, new store opposite the Market street ferries. Mr. Batten is a hustler and if things don't come his way it will be because they are tied fast.

Wm. L. Toomey, of the well known La Union factory at Hanover, Pa., was in the local market this week, and secured orders for 43,000 cigars. This factory will no longer use the union label as its entire product will be non-union.

Yahn & McDonnell, the Fifteenth and Chestnut street cigarists, are doing a good business these days although this young firm is lucky enough to have a clientele which can be counted on all the year round.

Godfrey S. Mahn's stores are being kept fairly busy now, and the New York stands are also making good returns. Mr. Mahn's adequate staff of assistants represents an important factor in this success.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars

THE GILT EDGE
CIGAR BOX FACTORY

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of All Kinds

Daily Capacity, **5,000** Boxes

J. FRANK BOWMAN

51 Market Street

Lancaster, Penna.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. **L. J. Sellers & Son, Sellersville, Pa.**

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

I. Lowengrund reports business at the Third and Market street store as much better. The box trade was particularly good during the week.

With Manufacturers and Jobbers.

The Theobald & Oppenheimer Co. is doing as much as its factories can attend to, and it seems as if the company will simply have to keep on indefinitely, its policy of opening new factories to take care of new orders.

It seems idle to give a report from the Cinco people, because everybody knows they are always busy. The Cinco seems to have established itself as one of the wonders of civilization.

Goldsmith & Arndt have had to work harder than ever since the new firm of distributors was formed, and by the way the goods of the El Provedo Co. are moving out, there isn't any doubt that the firm will make itself felt.

Lester Newburger, of Stewart, Newburger & Co. Ltd., is calling on his southern trade and making good returns.

The Vicente Portuondo Co. is getting good reports from all its road salesman with promises of better to come.

Harry M. Loeb, successor to S. Loren & Co., cigar manufacturers, at 2529 Ridge avenue, has asked for a meeting of his creditors with a view to making some sort of a payment, as the concern will probably not be able to go on.

The cigar factory of J. Trexler, 715 Dauphin street, was robbed twice a week ago of cigars and Sumatra leaf tobacco. The theives who secured the leaf got about $200 worth and succeeded in getting away without detection. Later in the week the night policeman on the beat in which the factory is located, caught Alfred Leeds, a professional, emerging from the building with several boxes of cigars in his possession. The man was locked up and it was afterward found that he had sampled the cigars of ten different brands before he made his selections.

The factory of Hartley & Co., Eighth street and Germantown avenue, was also robbed of cigars valued at $200 a week ago. It is believed that Leeds may have committed both these robberies. He was held in $1,500 bail.

Leaf Dealers' Jottings.

Last week's leaf business seems to have been rather unevenly distributed, as some dealers who have been averaging a very fair business, reported the week a dull one, while others declared themselves more than satisfied with the movement. There did not seem to be so much doing in Havana, although the dullness was regarded merely as an off week. The demand was good for the lower grades of filler, and the American Cigar Co. was said to have been a large buyer of this class of goods. Old Wisconsins were asked for freely, but little business was done right in the city.

J. Prince, who has been associated with Louis Bythiner, in the leaf brokerage business for some years, has severed the connection and is on the road for Julius Hirschberg & Bro. Mr. Prince takes the territory given up by Max Arndt, who is the juinor member of the firm of Goldsmith & Arndt.

The stockholders of the Loeb Nunez Havana Co. held their annual meeting on Monday and Tuesday of this week, and found things to be in flourishing condition.

L. P. Kimmig & Co. report themselves unable to fill a number of orders which have been received lately owing to reduced stock. The demand for Pennsylvanias and Connecticuts is eager with this firm, but there is little tobacco to meet it.

Julius Hirschberg & Bro. report good

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in Leaf Tobacco
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

Scrap Filler, Ready for the Cigar
Clean, Dark and Good Quality
In manufacturing our Scrap we use nothing but old, ripe, well sweated tobaccos which make exceptionally desirable Scrap for any grade of Short Filler Cigars.
Prices ranging from 6 to 15 cents per pound
HAVANA SCRAP
in any quantity, at 30 cents per pound
We have a complete line of GEORGIA WRAPPERS put up in bales, Sumatra style, prices from 25c. to $1.00 per pound.
WALTER B. HOSTETTER & CO.
26 South George Street, York, Pa.
Correspondence Invited.

business in Old Wisconsins and Havana. Mr. Herschberg says the firm is quite a little ahead of last year.

E. A. Calves is receiving a goodly number of acceptances from leaf dealers for the Leaf Tobacco Board of Trade's dinner at Kugler's next Monday night, and it is assured that the affair will be a great success.

Some little talk was occasioned in the leaf market during the week by the cases of Harry M. Loeb, 2529 Ridge avenue, and W. F. Steigerwalt, 2653 North Fifth street, both of which manufacturers are said to be in more or less financial difficulty. The former has accounts with a number of leaf dealers, and these received notices on Monday asking them to call at the offices of the Loeb attorneys.

One creditor met Mr. Loeb personally and was assured that he and the others would receive a hundred cents on every dollar. From the rest of the conversation it is believed that Mr. Loeb wants to wind up his business on Ridge avenue, after making some sort of amicable arrangement with the creditors, and start a factory up the State, it evidently being the intention to make the new plant pay the debts of this one.

The affairs of W. F. Steigerwalt were brought more or less to a climax by the judgment secured against him by L. G. Haeussermann & Co., on an account amounting to $1,324. There are several other creditors, and some of these at least, express themselves as ready to push for a settlement. Steigerwalt has been in financial difficulty before.

Sol Myers, who is well known in Philadelphia and on the road as a leaf tobacco salesman, died two or three days ago in this city after an illness of some duration. He had been connected at different times with a number of local leaf houses, among which was that of Young & Newman.

BIDS FOR NAVY TOBACCO.

Proposals to Supply the Department This Year Opened Tuesday.

Washington, D. C., April 11.

Bids for tobacco supplies were opened by the Navy Department today and several firms bid for the privilege of supplying 150,000 pounds of tobacco for the fiscal year beginning July 1, 1905. It is to be delivered in 50,000 pound lots in July, August and September.

The contractors for the present fiscal year are Larus & Bro., of Richmond, Va. The specifications required that samples be submitted, with the bid on each sample. Nearly all the bidders submitted samples with prices.

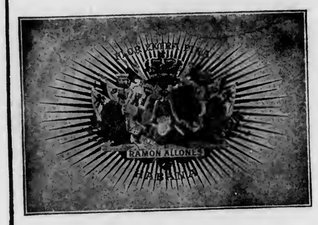
All the samples will be sent to the navy yard in Brooklyn, where the various samples will be gone over carefully and a decision reached in four or five weeks, as to which sample and which bidder shall be chosen.

The following were the bidders, together with the various prices a pound submitted by them: Larus & Brother Co., Richmond, Va., four samples, 38, 39, 40 and 41 cents, respectively, a pound; Butler & Bosher, Richmond, Va., four samples, at 34, 34¼, 34½ and 35 cts a pound each; P. Lorillard Co., Jersey City, N. J., two samples, 31½ and 30½

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"
It's Full of Havana. That's Enough for 5 Cents.
Correspondence Invited. Samples on Application.

Rabell, Costa, Vales & Company



Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana

CIGARS

Factory, Galiano 98,
Havana, Cuba.

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

JAMES ADAIR
Successor to
ADAIR & REIFF
Packer of and Dealer in
DOMESTIC LEAF TOBACCO
Office and Warehouses:
YORK, PENNA.

We Carry a Large Stock of
Pennsylvania Broad Leaf,
Zimmer Spanish,
Little Dutch
and
Gebhart.

Choice of the Market 10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

THE TASTE TELLS QUATILITY 5¢ CIGAR Yes! it is Different

THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.; THE UNITED NEWS CO. PHILA. Distrib's. Gen'l.

cents; Lipfert Scales Co , Winston Salem, N. C., one sample, 40½ cents: Manhattan Supply Co., New York city. four samples, 35½. 3 . 38 and 39 cents; R. A. Patterson Tobacco Co., Richmond, four samples, 36, 38, 40 and 41½ cents; Rucker Witten Tobacco Co., Richmond, four samples, 38, 40, 42 and 46 cents; United States Tobacco Co., Richmond, four samples, 38, 39, 40 and 41 cents; Wright Cæsar Tobacco Co., Richmond, two samples, 45 and 48 cents.

The lowest bidder cannot, of course, be determined until the navy officials pick out the sample of tobacco they prefer and select it. It is not so much a question of the lowest bidder as the grade of goods desired, except that in the case of two men submitting about the same grade of goods and having different prices the award would go to the lowest.

LEAF IMPORTS IN MEXICO.

Comparative Number of Pounds Taken From the Various Countries.

Washington, D. C., April 11.

United States Consul James A. Le Roy, writes the following interesting matter to the Department of Commerce and Labor from Durango, Mexico, where he is stationed, regarding the relative Mexican imports of leaf tobacco from various countries:

Mexico imports considerable tobacco in the leaf, as well as in the manufactured form, principally Cuban cigars and cigarettes, American cigarettes and pipe and chewing tobaccos, and some French and German cigars and Turkish and Egyptian cigarettes. For the fiscal year ended June 30, 1904, the importation of Virginia leaf tobacco amounted to 2,468,773 pounds, valued at $147,131 in gold; the importation of all other tobacco in leaf was valued at $32,896 in gold. Of this "other leaf tobacco" the United States also contributed 4,675 pounds.

The Netherlands and Cuba contributed 17,332 and 15,890 pounds, respectively, and Sumatra and Germany were next in order, with small quantities from India, Belgium, Turkey, Persia, and even China, part of the tobacco from various sources coming through Great Britain. Higher duties were paid on Virginia leaf last year, and this operates somewhat to change the course of the trade.

In general, however, the importation of leaf tobacco into Mexico is increasing, partly through the increased comsumption of forgein tobaccos, but principally through the demand for foreign leaf to blend with the native leaf in the manufacture of cigars.

SPORTS MISS SLOT MACHINES.

And Mayor of Cincinnati Has Ordered Substitute Dicing Stopped.

Cincinnati, O., April 8

The sports of this city are having a hard time to satisfy their instinct for taking a chance, owing to the sudden removal of the slot machines and the subsequent placing of dice machines under the ban.

Dice games of various descriptions were recently introduced as a substitute for the slot machines which cigar dealers were forced to remove from their stores, but were at once ordered stopped by Mayor Fleischman today. Dealers were given notice that the games have been construed as gambling and must be discontinued. The Mayor acted on the principal that it was better to act before the new amusement gets any worse.

"The cigar manufacturing business has felt the healthy boom in trade caused by the delightful spring weather," said Charles K. Davis of the A. Davis's Sons & Co., cigar manufacturers, at 209-219 East Third street. "The unusually severe winter had a depressing effect on the cigar business. The country roads were in a miserable condition. The farmer did not get around much to make purchases, the salesman couldn't get over the ground readily to make sales and business was, in a measure, tied up. The endless chain of unfavorable conditions in the country, of course, reacted on us. But the warm weather has given a remarkable impetus to business. A prosperous season is assured.

NOVEL ASH RECEIVERS.

They Are Made With Cigar Bands and Yacht Flags From Stationery.

Cigars had been brought to the party of diners. They had bands around them showing that the brand was a good one.

Just as one of the men was about to remove the band on his cigar a girl in the party said:

"Please let me have that band, and don't tear it as you take it off."

The band was removed carefully and handed to the applicant, and at the same time the donor asked what she wanted it for.

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market,
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.
of
Baltimore, Md.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

GEO. STEUERNAGLE,
Manufacturer of
THE CELEBRATED

Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

The PROGRESS
SHORT FILLER
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

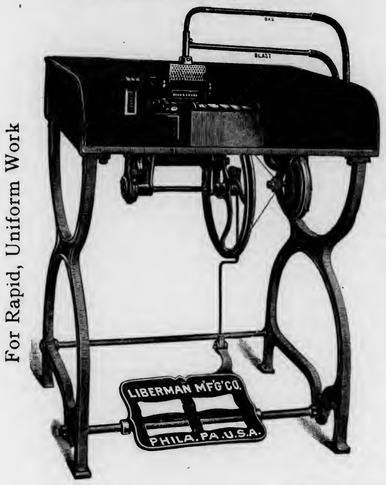
Manufactured by

N. H. BORGFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE



For Rapid, Uniform Work

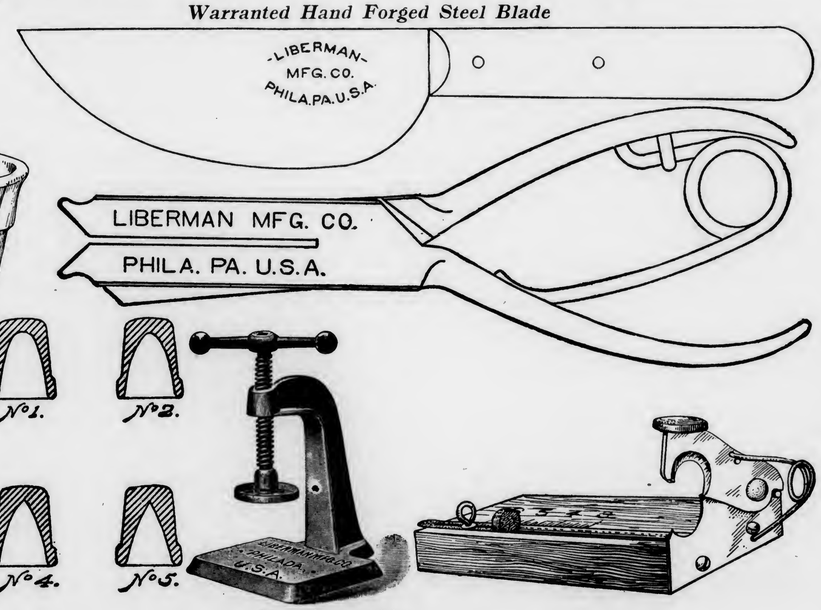
Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade



Manufactured by

Liberman Manufacturing Company
240--42 North Third Street, Philadelphia.
New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

SCHUTTE & KOERTING CO.

PHILADELPHIA, U. S. A.

Twelfth and Thompson Streets.

SCHUTTE--KOERTING MOIST VENTILATOR,

used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time, without deterioration. The principal advantages are:

1. **Low cost and simplicity.**
2. **Cost of maintenance is nothing, being operated by city water pressure.**
3. **Needs no attention.**
4. **No drip occurs; humidity uniform.**

Correspondence Solicited.

5c. THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR **5c.**

Manufactured by

H. S. HARTMAN, Lancaster, Pa.

Samples Sent to Responsible Houses.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

"I'm making an ash receiver, and decorating it with bands taken from imported cigars," she replied. "It's the latest fad, don't you know, and these bands do make such pretty decorations for the little trays."

Then she went on to explain how the bands were used. A small glass dish is secured. The glass is perfectly plain. Any pretty shape can be used.

The bands are glued on the under side of the glass. One from a cigar that costs $1 or more is used as the center piece and others from cheaper cigars are arranged around it in an artistic manner until the whole glass is covered.

Over these bands a piece of red paper is pasted and the tray is finished. The gold and red bands show through the clear glass and you have a pretty ash receiver.—N. Y. Sun.

THE COFFEE SMOKERS.

Two old men in blue uniforms, veterans attending the soldiers' reunion, sat on a bench in Boston Common

"What was your hardest week during the war?" said the first veteran.

"My hardest week," the other answered, "was the one when I had no tobacco. I'll never forget that."

He paused to light a cigar. Then he went on:

"Do you know what we all smoked during that week? Why, sir, we all smoked coffee. We ground up our coffee coarse, and smoked it in our pipes."

The other veteran looked interested.

"How did it taste?" he said.

"Taste? Why, it tasted about like you'd think it would.

"Smelt good, I bet you."

"Yes. Smelt all right."

"Any bad effect from it?"

"Gorry, yes. Took the skin off all our tongues."

SCHOOL CHILDREN BARRED.

Mayor Lytle, of South St. Paul, Minn., has issued an order to all tobacco dealers, prohibiting them from selling tobacco, cigars, cigarettes and cigarette papers to school children.

SPECIAL NOTICE
(12½ cents per 8-point measured line.)

CIGAR FACTORY
Building Complete,
FOR RENT
in good section of
First District of Pennsylvania

Capacity of **25 Experienced Cigarmakers,** and **35 hands available,** including foreman. For further particulars Address,

FACTORY,
Box 112,
Care of The Tobacco World, Phila. 1-25ca

WANTED—A PARTNER WITH capital, to associate with a Clear Havana Cigar Factory, established at Key West Fla Person running the factory is a man of large experience in the cigar manufacturing business, and requires more capital to enlarge his business. Responsible parties may apply with references, (which I shall also furnish) by letter to V. JORDAN, P. O. Box 107, Key West, Florida 3-29r

RELIABLE BROKER WANTS a good all round line of cheap as well as medium goods in union and non-union. Only factories that can ship promptly and make reliable goods need reply. Territory—Colorado and surrounding country. Address, BROKER, Box 97, care of The Tobacco World, Philadelphia c

WANTED--A FEW MANUFACTURers who make union made goods for $20, less 10 per cent. and 20 per cent. off for cash, to submit samples; can use entire output Also non-union goods from $7.50 up. Must submit samples. Address BOX 99, care of Tobacco World. 3-22t

WANTED—CHEWING AND SMOKing tobacco salesmen for the following territory: Pennsylvania, Ohio, Indiana New York and New Jersey. Must have experience, and furnish good reference. Address THE GLATFELTER-SNYDER TOB. Co., Yoe, Pa. 3-22r

EXPERIENCED MAN IN EVERY department of cigar manufacturing is open to position as Superintendent or Foreman in first-class factory. Best of reference Address, FOREMAN, Box 100, care of Tobacco World, Philadelphia. tf

WILL BUY FOR CASH—TOBACCO Tags, Cigar Bands, etc., redeemable by Florodora Tag Co. Address, TAGS, Box 101, care of Tobacco World, Phila. tf

WANTED—SALESMAN TO SELL a medium priced line of cigars to jobbers west of St. Louis. Address WALTZ, MAURER & Co., Orwigsburg, Pa. 3-22r

Henry Gottselig & Bro.

The **Great Poet** Needs No Praise.

Jobbers and Dealers Become Convinced at Sight.

Manufacturers of and Dealers in

FINE CIGARS

OF

All Grades

Registered Brands:
Great Poet
Flint Stone
White Front
G. & B. Five
Flor de Gottselig

HENRY GOTTSELIG **Danville, Penna.** JOSEPH GOTTSELIG, JR.

DEALERS ARE CALM IN INDIANA.

Do Not Regard Anti-Cigarette Law as Great Hardship.

Indianapolis, Ind., April 10.

The cigarette dealers of the city are regarding the situation which has arisen from the Parks law with much calmness and apparently do not expect to be greatly harmed by it.

Most of the dealers of the city have on hand large stocks of the weed in the form of cigarettes or tobacco that is meant to be used in their manufacture, and efforts have been made to dispose of the stocks as rapidly as may be.

Several dealers in tobacco were talked with yesterday and all say that they will probably not suffer through the operation of the law. "We shall be able to dispose of our stocks of cigarettes and cigarette tobacco," they say, "and as smokers will smoke something we shall recoup on other forms of tobacco.

"The big jobbers and manufacturers have not been shipping any tobacco for cigarettes, or cigarettes, in quantities to the Indianapolis dealers for some time. The act of the Legislature in passing a stringent law prohibiting the use or sale of cigarettes came early enough to allow them to deflect orders that were originally intended for Indianapolis shipments.

"It is said, too, that manufacturers and jobbers have arrangements with Indianapolis dealers whereby unsold stock may be returned after the Parks law goes into effect.

"You know people who have contracted the smoking habit will smoke something," said one dealer. "There are many men in the city who smoke cigarettes and who will be compelled to give them up. They realize this and in consequence, our sale of pipes has greatly increased. When the Parks law goes into effect you will see men who are accustomed to smoke cigarettes along the streets carrying pipes in their mouths. There is always a law of compensation, and what local dealers will lose through the prohibition of cigarettes and cigarette tobacco and papers, they will make up in the sale of pipes and different grades of smoking tobacco."

CARNIVAL OF MISHAPS.

A Milwaukee Cigar Dealer Has Many Narrow Escapes All at Once.

Milwaukee, Wis., April 8.

A regular carnival of mishaps attended an incipient conflagration which slightly damaged the Kalman cigar store, 130 Wisconsin street, a few nights ago

When employes were closing the place for the night, it was discovered that water was dripping through the ceiling. An investigation of the office of Dr. W. E. Scollard, directly above, proved that a sink had overflowed. The water was turned off, but when the store was again reached, it was discovered that the water was leaking through an electric fan opening and was being converted into a miniature water fall.

Before order had been restored, fire was discovered under an electric candelabra. Efforts to remove the lamp proved useless, as it was heavily charged with electricity and all persons who attempted to handle it received heavy shocks. After the wire had been cut, a slight fire was discovered in the basement of the building, which was extinguished with little loss.

W. C. Jackson,

Manufacturer of

Fine Cigars

Factories No. 34 and No. 1596,

East Prospect,

Penna.

Correspondence with Wholesale Dealers and Jobbers Invited.

☞Telephone Connection.☜

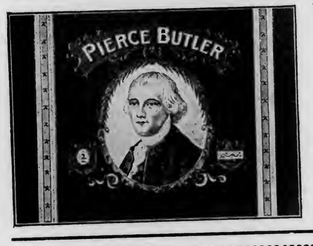
GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

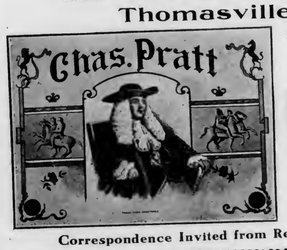
Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.



W. H. Snyder & Co.
Windsor, Pa.
Manufacturers of
Popular Brands of
Fine and Medium Priced
CIGARS
Correspondence Invited with the Wholesale & Jobbing Trade only

D. W. HUBLEY,
Thomasville, Pa.
Manufacturer of


High-Grade
Seed and Havana
CIGARS
Correspondence Invited from Responsible Houses.

F. B. SCHINDLER

Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

10¢ WASHINGTONIAN 10¢
SEED & HAVANA

5¢ 5¢
MANUFACTURED BY A.B.CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE
POINTED ARROW · SHARP KNIFE 5¢
··· VAMPIRE ···

YORK FIRM DISSOLVES

Adair & Reiff Business Will Be Carried on by James Adair.

The firm of Adair & Reiff, leaf dealers of York, has been dissolved, and on account of ill health, the junior member retires from the business, which will be carried on by Mr. Adair. The Tobacco World is in receipt of the following letter from the house:

Gentlemen: It is with regret that this announcement is made informing you of the withdrawal of Mr. A. R Reiff on April 1st, 1905, from the firm of Adair & Reiff, leaf tobacco dealers, of York, Pa.

Mr. Reiff has not been in good health for some time past and he adopts this course on the advice of his physician.

Mr. James Adair, who is the remaining member of the firm, will continue said business under his own name, and all debts due to the said partnership are to be paid to, and those due from the same discharged by, the said James Adair at the office of the above firm in York, Pa , where the business will be conducted.

The firm takes this opportunity of thanking its friends and patrons for their past courtesies, and expresses the hope that Mr. Adair will be favored with a continuance of the same good will and patronage. Most sincerely,

ADAIR & REIFF.

UP THE STATE NOTES.

Ibach & Rader, of Newmanstown, Pa., have just adopted a new label under the name of George Walton, on a 5 cent product from their factory. They are very busy even now, and all winter were working overtime.

C. E. Bair & Son, of Harrisburg, Pa., report the year 1904 as the most satisfactory, by long odds in their experience. They continue to push their Genl. Hartranft 5 cent cigars effectively.

Gilbertstown, Montgomery county, which was noted as a cigarmaking centre in the early fifties, has had a revival in that industry. A New York firm started work a few months ago with sixty-three employes, and the force will be increased now to 150. An additional building, 80 by 32 feet, three stories high, is nearly finished.

The cigar factories at East Greenville are working overtime owing to the great demand for cigars.

Another cigar factory, employing 200 people, will soon be started at Boyertown. There are two large factories there now, where more than five hundred people are employed.

BIG PLANT FOR JERSEY CITY.

Perth Amboy Cigar Co. Will Break Ground at Once.

Perth Amboy, N. J., April 7.

This city is to have a large, new tobacco factory, which will be built at the corner of Johnstone and Neville streets for the Perth Amboy Cigar Company. Estimates for the work have been returned and ground will be broken immediately.

There has been some talk of the factory for a month past, but nothing was known of the company's plans until the drawings and specifications were received by the builders.

The main building will be four stories in height, half of the first story being below the grade. It is to be of brick and fitted with every improvement and appliance found in the largest factories of the kind throughout the country.

The main structure will be 100 feet by 125 feet deep. The building extends back about 70 feet at a width of 100 feet, and is then reduced to a width of about 50 feet for the rest of the 125 feet of depth. In the angle thus formed an extension about 50 feet square and two stories in height will be used as the engine and boiler rooms.

MANUFACTURER CONVICTED OF JUGGLING WITH CIGAR STAMPS.

New Orleans, La., April 6.

Antonio Suarez, the cigar manufacturer, has been convicted on ten of twelve counts in the United States District Court. After conviction, Suarez was released on $3,000 bail to await sentence. The accused was charged on twelve different counts in an indictment with violating the internal revenue law.

This case has been before the court for some time and attracted considerable attention. In delivering his charge to the jury, Judge Parlange instructed that body to accept Suarez's testimony as it accepted that of any witness. He said the fact of its being the testimony of the accused did not bar it from acceptance under the law. The charges contained in the ten counts on which Suarez was convicted, were willfully neglecting to destroy stamps on boxes from which the cigars had been removed, and removing 58,000 boxes of cigars from his factory which were not packed in boxes, and which were not properly stamped and canceled. Judge Parlange instructed the jury to acquit on counts one and two.

—The Ryan-Hampton Tobacco Company is dismantling its plant at Martin, Tenn., preparatory to removing to Louisville, Ky.

A Southern Location
GOOD TOBACCO LAND
and
LOCATIONS for FACTORIES
THE SOUTH is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land & Industrial Agt., Southern Railway, Washington, D. C.

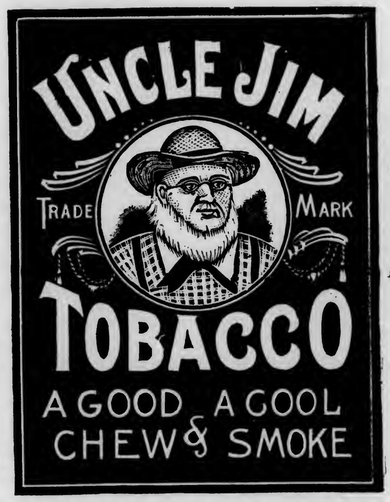
OUR TWO BIG SELLERS
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

GEO. A. BUDDY,
Littlestown, Pa.
Manufacturer of

Strictly High-Grade Cigars
OUR LINE:
Lord Bute, The Buddy, Union Riders, Sweet Tips,
Cuban Emulator, General Post, Pretty Nell.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

American Tobacco Company

Makers of the Famous

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Nat. Leaf Plug
J. T. Plug
Battle Ax Plug

They Please all Tastes

Always Uniform and Reliable

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

BETTER AND BETTER IN BOSTON.

Jobbers and Dealers Say They Have No Complaint at All.

Boston, Mass., April 10.

Business conditions last week were about the same as I reported in my last letter, business improving daily. Cigar manufacturers and jobbers alike report no complaint and collections are getting better.

Any number of would be purchasers are scouting the city in an effort to secure cigar stores, but as good stores are hard to buy and poor stores no one wants, they are having a hard time to make a selection.

Owing to the crusade the Anti Cigarette League is making here, special police officers are visiting cigar dealers and instructing them as to the law regarding the selling of cigarettes and tobaccos to minors.

E. A. Condax & Co., of New York, are doing some street car advertising on their 25 cent straw tip Egyptian cigarette. Francis A. Smart, of 27 State street, is the distributor for Boston.

At S. S. Pierce Co's store on Tremont street, there is a handsome window display this week of fancy smoking mixtures from the factory of S. Hyman, Montreal, Canada.

S. Bransky was in town Saturday on his inital trip in the interest of A M. Pacholder & Co., Baltimore, Md., showing samples of his firm's manufacture. This concern makes a specialty of "short smokes." Their ten for ten cents package is called the Q. T.; their ten for five cent brand is Y. Bet A. Mr. Bransky is meeting with fairly good success.

J. P. Mahoney, the genial manager of the cigar stand in the Baltimore Lunch Dairy on Newspaper Row, is always smiling, and his pleasing and courteous way of attending to customers has largely attracted to this establishment many members of the newspaper trade, who when purchasing cigars usually leave it to Mr. Mahoney's judgment. Owing to the latter's vast experience as a cigar buyer he is regarded as a pioneer in this line, and is said to be one of the highest salaried men in his line of business.

M Freeman, of 71 Kingston street, is making some improvements in his establishment, by adding more floor space so as to accommodate his ever increasing business. His new electric elevator to the clear Havana and meerschaum pipe department will soon be ready for use.

J. S. Brown, at 8 Washington street, who operates a barber shop in conjunction with his cigar store, reports a fairly good trade. El Cafe and Grumbler cigars sell well at this store. Friends of Mr. Brown are talking of putting him on the Aldermanic slate this fall.

William Alfowich, of Alfowich Bros., the Franklin street tobacconists, has purchased a Pope Toledo automobile, and can now be seen nearly every afternoon enjoying a trip through the Fenway.

Emil Abrahams is now local agent for Golden Eagle cigars from the factory of I. Lewis & Co., Newark, N. J. Owing to the extra deal the manufacturers are allowing the jobbers, to get these goods in the market, it looks as if something interesting would soon occur here.

George Kippenham, a well known cigar manufacturer of South Boston, committed suicide on Thursday. For sometime past business has been dull and financial troubles coupled with illness are supposed to have been the causes of his death.

Vic. Sheppard, with the Khedivial Co., New York, left yesterday for a short stay in Worcester, in the interest of Turkish Delight cigarettes.

A new plug and cut plug being placed on this market is that of the Marlboro Cigar Co. The brand is Tilton's Best and on the plug, tags are placed bearing a cash value of ½ cent each. The cut plug is packed 1⅔ oz. and the price is 38 cents a pound with four packages of tobacco given gratis with every five pounds; and with every ten pounds of Sensible sliced cut plug purchased 1 pound of Tilton's plug is being given gratis.

The Cigarmakers' Union is doing lots of advertising to keep the Blue Label before the public. Recently they distributed match safes and ash trays bearing the Blue Label at various union meetings and now they are going to provide 5,000 sun umbrellas for the use of union teamsters on their teams. Of course the label will be there.

BEN ALI.

THE NEWS FROM LANCASTER.

A Few Changes to be Recorded but Business About the Same.

Lancaster, Pa., April 10.

The local leaf market remains unchanged; trade seems quiet and the volume of business done was only moderate. Of the new crop there is practically no more to be had, and a large portion of it has already been delivered to the various warehouses.

I. H. Weaver this past week made a flying visit to New York.

L. N. Oliver a well known cigar broker, of Boston, is in Lancaster on a week's business trip among his factories.

Luther M. Case, leaf packer of Winsted, Conn., left this city on Friday evening last, for his home in Connecticut and will make the entire trip on the Winston touring car which he recently purchased from J. F. Usner, cigar manufacturer at Rothsville. He was accompanied part of the way by his sister in law, who is a daughter of H. G. Shirk, a local leaf tobacco broker, Mr. Kreider, an automobile expert of this city, and a representative of The Tobacco World. The actual running time as far as Philadelphia was about 3½ hours.

Revenue Collector Hershey has an-

HENRY GOTTSELIG & BRO.
No. 828 St. Joseph Street,
LANCASTER, PA.

Manufacturers of
High Grade
Union Made
Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 — **Marietta, Pa.** — Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar
Distributors Wanted Everywhere

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871
DALLASTOWN, PA.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

nounced the appointment of Christian Shenk as a deputy collector to succeed S. S Clair of Columbia, recently resigned.

Walter S. Bare, of Lititz, who has been on an eight weeks' western business trip, is expected back today.

E. F. Law was last week on a short business trip to Philadelphia and points in New Jersey.

A. B. Levinite has a large number of orders on hand and is scarcely able to get goods out fast enough just now. In fact he is contemplating larger quarters as present facilities are becoming inadequate.

Geo. B. Brenner is located in new premises at 759 Manor street, recently purchased by him. He reports a satisfactory trade.

W. H. McLaughlin, leaf dealer, has also secured new warehouse facilities and will take possession about May 1, on East Marion street just opposite the post office C. K. Hengst & Co., cigar manufacturers, will occupy a portion of the building just secured by Mr. Mc Laughlin. It is now undergoing extensive alterations.

Several new cigar stores will be opened on Queen street within a short time. M. Straus will be open for business within a week or ten days.

Recent trade visitors were L R. Eisen brand, with L. Bamberger & Co.; B. Livingston, with K. Straus & Co , of Philadelphia; Jesse M. Falk, of G. Falk & Bro., and D. Kalbermann, with Jos. Hirsh & Son, both of New York.

J. G. Shirk, wholesale tobacconist, has secured the entire building at 40 East Orange street and will occupy it in its entirety.

J. B. Milleysack is having a fairly good trade.

H. S. Hartman, manufacturer, is pushing most vigorously the Bucknell 5-cent cigar.

MANUFACTURING IN YORK BETTER.

Box Manufacturers Give Best Evidence of Increase.

York, Pa., April 10.

There is some evidence of a general improvement in the cigar manufacturing trade throughout this county, notwithstanding continued complaints from leaf dealers. Again we can rely more implicitly upon the reports from cigar box manufacturers, and several of them informed me last week that orders were coming in now at a more rapid rate and for larger quantities than for some weeks previous.

A new cigar factory is proposed for Cly, along the Northern Central Railroad between York and Harrisburg, which is to employ about 30 hands and to be operated by E. J. Shelly, who, it is also said, will open in addition a cigar box factory.

Excavations have been made for the erection of a new factory building at Red Lion by Blochinger & Co.

C. E. Miller operating a union factory at MacSherrystown, is again gradually increasing his force of cigarmakers since a recent difficulty owing to what is claimed was a most unwarranted raise in the scale of packers' wages, as a result of which he had reduced his force to less than one-half of what he had been employing.

The MacSherrystown Cigar Co. reports a quite satisfactory business, considering that the trade generally, appears to have suffered.

The Keystone Cheroot Co., of Hanover, is now completing preparations to place on the market a new brand of cheroots, under what is thought to be the most attractive proposition ever offered the trade. The goods will be put up under the title of Our Virginia Cheroots, at $10 per thousand, and with each thousand will be given as a premium a 555 page Webster Dictionary. The goods will be attractively packed and a uniform quality guaranteed. B. J. Fisher of this company is now on an extended trip through the South and Southwest, meeting, it is reported, with excellent success.

Fisher Bros. & Parker, of Hanover, are placing with the trade a new brand of clear Havana filled goods retailing at 10 cents straight, known as the Colonial Governors. They have already secured quite a demand for the goods in nearby territory.

H. V Klunk & Co. are operating the old J. D. Markle factory at Hanover. G. F. Fink is the active member in the factory, and he has a host of friends in the trade.

W. L. Toomey trading as the La Union Cigar Co , at Hanover, has discontinued as a union factory and will hereafter conduct an open shop.

T. D. Hene the energetic representative of Wedeles Bros., of Chicago, was a visitor here last week, and placed quite a few lots of his firm's packings of Florida Sumatra.

A. J. Brady & Sons, of MacSherrystown, are much pleased with the fact that their goods are meeting with duplicate orders from all jobbing houses who have so far handled any of their product. Henry D. Knight, the Philadelphia representative of the firm, started last week for New England territory. He will be gone several weeks.

The Keystone Variety Works, printers of cigar ribbons, labels, flaps, caution notices, etc, are unusually busy at present.

Geo. W. Bowman & Co. who some time ago removed into a new factory building on Pleasant street, Hanover, are now pushing their Bob Bowman 5 cent cigars with renewed vigor.

Smith & Sheffer, leaf dealers of Hanover, are fast building up an extensive trade. Both members of the firm are thoroughly progressive, have a wide acquaintance in the trade, and are richly deserving of a full measure of success.

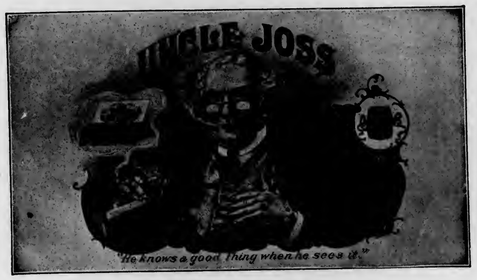
The Ideal Cigar Co. at Centennial, Adams County, is a comparatively new firm operating a union factory. The company is rapidly extending its business.

Miller & Markley at New Oxford are working about 20 cigarmakers, and have several brands on the market that are meeting with success.

B. F. Zarfos, of Red Lion, has just bought a lot of ground on Broadway on which he will erect a new cigar factory.

Jas. Adair, of Red Lion, has purchased a tobacco warehouse, which will be used for storage purposes by Adair & Reiff, leaf dealers of York.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS



10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
TRADE "IN UNION IS STRENGTH" MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY.
Cable Address "CLARK."
Clarksville, Tenn.

M. D. BOALES,
LEAF TOBACCO BROKER,
Cable Address, "Boales," U. S. A.
Hopkinsville, Ky.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

quently, when the clerk jumps in with his feathers all ruffled he is simply making a bad matter much worse."

"That sounds almost as good as if I had said it myself," said I. And there really is a lot of truth in it. If you will try to recollect some time when you felt mean and worked the feeling off on some innocent party, you will remember that in cases where you were answered back with a little for good measure, you scrapped away for awhile, cheerfully blamed the scrap on the other fellow, and on the whole felt much better. When the other fellow dignifiedly refused to notice your trouble microbe, you ended by feeling like a skunk yourself, and would subsequently go out of your way to make amends.

I know an actual case of a man who had a sullen, hold-over jag and felt that if he didn't call somebody all the names he could think of he'd go crazy. He went into a cigar store, found fault with all the clerk offered him, cursed the place, the proprietor, the cigar business and made an ass of himself generally.

The clerks were civil through all the abuse and when the man recovered his equilibrium some time later, he felt like crawling into a rat hole and pulling the hole in after him. He was ashamed to go into the cigar store again and didn't for months, but he took a good deal of trouble to steer his friends there and increased the store's list of regular customers by at least twenty or thirty.

Quite a while later he met the proprietor of the store in a way which made some conversation unavoidable, and there ensued a little heart to heart talk. The ex grouch consented to enter the store again when he became convinced that everybody had forgotten his unfortunate break, and the two men are warm friends.

If the disturber had been answered in his own coin he would have left the store firmly convinced that the people in it were to blame, and would doubtless have taken an equal amount of pains to knock the place to his friends.

THE OLD SALESMAN.

IMPORTANT LEAF DISCOVERY.

E. G. Eckert, of Hanover, Can Reclaim Musty Tobacco.

E. G. Eckert, a tobacco chemist, and proprietor of the Acme Extract and Chemical Works at Hanover, Pa., believes that he has discovered a valuable treatment for unsound tobacco particularly tobacco that is musty.

Some extensive experimenting has been done by one of the largest manufacturing establishments in that vicinity, and they pronounce the results as very satisfactory and destined they believe, to produce an important change in the manipulation of leaf, "that has gone wrong."

In an interview with Mr. Eckert by a Tobacco World representative the "tobacco doctor" as he is familiarly known by his friends in the tobacco trade, stated that it was during a conversation with an old German cigarmaker he had received some very valuable pointers. During that night he dreamed of the conversation, and remembers that he awoke with the thought of certain chemicals in his mind. He noted them down on a cuff and thought no more about the matter until the next day when he noticed something written on his cuff, but for a time could not think what it was or how it came there, because written while still half asleep, it was almost undecipherable.

The incident finally dawned upon him and soon he recalled the entire circumstances. He immediately telephoned to New York making inquiries for certain chemicals with which he wished to experiment, but found that they had to be imported, and that caused a necessary delay.

They were finally obtained, however, and the result is regarded as a most complete and satisfactory vindication of the theory which suggested the experiment. The Acme Extract and Chemical Co. is now ready to make practical demonstrations of their claims and those interested might do well by writing them at Hanover, Pa.

The doctor has not yet given the new preparation a name, but will do so in the near future. It is a colorless and tasteless liquid, somewhat resembling the white of an egg, except that it is thin as water.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF
Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
HIGH-GRADE
Domestic CIGARS
Hanover, Pa.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: GEO. F. NASH, JOHN SELDEN, GOV. THOS HUTCHINSON, BEN DE BAR
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS
Correspondence with Wholesale and Jobbing Trade Invited.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

It was reported a while ago that some farmers would raise less tobacco this year and sow more onions, but I think the only town to greatly increase their onion crop or acreage will be Northampton, and they don't raise very much tobacco anyway. I am of the opinion that it would be as well with the present out look to stick to raising tobacco.

Our correspondents write:

Hatfield, Mass: "Charles L. Warner, F. H. Bardwell and John Winsel are the first to sow their tobacco beds Others will follow the first of the week. The land is fast coming in shape for working, except in the low lands in the meadows and covered by the high water from Connecticut river.

Bradstreet, Mass.: "C. L. Warner, of Elm street, reports tobacco plants under glass up in fine shape. April is too cold as yet. Not many beds sown, as the land is not in good condition."

Conway, Mass.: "A few tobacco beds were sown last week, the rest will probably be sown this week. The snow has gone very fast the last few days and there is very little frost in the ground so we will soon be in the hurry of farm work."
—American Cultivator.

EDGERTON, WIS.

The movement to round up the balance of last year's tobacco is still being carried forward in most of the growing districts and leaf of all descriptions is being closely gathered in, too. In many localities only scattering lots remain and from this time on a good deal of riding will be required to secure any results The buyers of the American Cigar Co. are yet in the field, which with the late comers and the representatives of the exporters, the movement does not exhibit much decline. Sample sales coming to notice are:

C. Fingum, 8a at 8, 3 and 2c asst
McComb Bros. 7a at 7¼c asst
Carl Munson, 33cs at 7, 3 and 2c asst
Theo. Larson, 5a at 7½, 3 and 2c asst
Jacob Sty, 5a at 7½, 3 and 2c

Old leaf is also being sought after in country hands, while trading among packers continues to receive considerable attention all along the line.

Deliveries are continually coming to the warehouses where packing is being carried along with full forces.

A few seed beds for another crop have been laid but a cold, rainy week has delayed this work for more favorable weather conditions.

Shipments were 700 cases—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in	March	1,890 hhds,
Sales	" "	208 "
Shipments in	"	929 "
Total Stocks April 1st		2,645 "

Buyers' stock, 152 hhds; unsold stocks, 2,493 hhds.

The receipts were almost entirely of the new crop, as is the bulk of sellers' stock

Our receipts this week were 857 hhds, largely from the Plantations' Association; offerings on the breaks, 20 hhds; public and private sales, 67 hhds—nearly all old tobacco.

Market was unchanged, and possessed no special feature of interest The stock of old tobacco slowly melts away, and as the new crop will come later than usual

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

E. A. CÁLVES & CO. IMPORTERS OF **HAVANA** 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

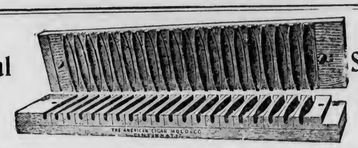
W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

Vertical Top  Solid and Durable
We Furnish BEST GRADE CIGAR MOLD.
Our Prices are the Lowest.
Sample Sections Free.
THE AMERICAN CIGAR MOLD CO.,
1935--1937 Western Avenue, Cincinnati, Ohio

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs — Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty — Metal printed labels

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST **Lithographers,** CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

THE GLOBE CIGAR CO.

Manufacturers of
Seed & Havana Cigars

For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

upon the market, the usual busy months will be quiet ones.

The very small sales at the loose tobacco warehouses is an indication of how largely the Association controls the crop. It is reported that the planters are signing the pledges for reduction of plantings, with very few refusing. We have had a cold snap, the mercury falling to 39 deg., with a spitting of snow, on the 6th inst.

For old tobacco we quote:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.75	to	5.50
Common Leaf	5.75	to	6.75
Medium Leaf	7.00	to	8.00

Business Changes, Fires, Etc.

Arkansas

Fort Smith—O D Weldon, cigars, real estate mortgage, $2,000

Little Rock—S Frank, cigars, etc, warranty deed to real estate, $4,500

California

Healdsburg—Wm A Sharp, cigars, bill of sale, $500

Los Angeles—Mount & Steele, cigars, succeeded by J N Rushton

San Francisco—S W Campbell, cigars, tobacco, etc, sheriff's sale

Colorado

Florence—Riddle & Charest, cigars, closed

Georgia

Atlanta—H H Griffith, retail cigars, petition in bankruptcy——Athens Prattes, cigars, etc, chattel mortgage, $300

Illinois

Chicago—M Gore, cigars, petition in bankruptcy

Indiana

Fremont—C W Buck, tobacco, etc, succeeded by Buck & Wood

Indianapolis—I Strack, cigar manufacturer, real estate mortgage, $700

North Manchester—C E Nagle, cigars, etc, dissolved

Iowa

Clinton—G C Piper, cigars, succeeded by D H Piper

Davenport—H C Potts, cigars, succeeded by Horace Lawton

Kansas

Americus—Mrs E Brines, cigars, sold out

Maryland

Baltimore—Philip Friedel, retail cigars and tobacco, burned out

Massachusetts

New Bedford—Joseph Cunha, cigars, etc, chattel mortgage, $300

Springfield—E L Roberts, cigars, chattel mortgage, $500

Missouri

Kansas City—Mrs J Remnitz, cigars, etc, sold out

North Carolina

Louisburg—C B Cheatham, leaf tobacco, damaged by fire

Ohio

Cincinnati—Emil Trautman, of Emil Trautman Co, wholesale cigars, dead

Oregon

Arieta—Cunningham & Scott, cigars, dissolved Continued by Scott

Ashland—Geo E Weber, cigars, sold to Rose Bros

Pine—F Craig, cigars, real estate mortgage, $150

Pennsylvania

Scranton—F Armengel, cigar manufacturer, discontinued——John Schneider cigar manufacturer, dead

Williamsport—John G Hartman, manufacturer and retail cigars, damaged by fire

Vermont

Barre—E O Marrion, manufacturer and retail cigars, succeeded by P N Wheeler

Virginia

Abingdon—Barrow & Giles, cigar manufacturers, sold out

Washington

Seattle—Stephen Mattler, cigars, bill of sale to McManus & Co

Tacoma—C I Knaggs, cigars, etc, sold out to Mrs W D Richardson——G C Van Amburgh, cigars, sold to J Sheridan

Vancouver—J P Weinberg, cigars, etc, sold to M B Johnson

PATENTS RELATING to TOBACCO, Etc.

786,629 Making matches; Jens H. Christensen, Copennagen, Denmark.

786,514 Cigar cutter; James T. Paterson, New York.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
ENGRAVING ENBOSSING
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U.S.A.

ALBERT FRIES HAROLD H. FRIE
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best

Combination
SCRAP
--Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories
J. L. METZGER Tobacco Co.
Dealers in LEAF TOBACCO
LANCASTER, PA.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
Correspondence Solicited. Le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 Lawrence St. Philadelphia
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

THE AMERICAN TOBACCO CO. NEW YORK.

IRREGULAR PAGINATION

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

THE GLOBE CIGAR CO.

Manufacturers of
Seed & Havana Cigars

For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

upon the market, the usual busy months will be quiet ones.

The very small sales at the loose tobacco warehouses is an indication of how largely the Association controls the crop. It is reported that the planters are signing the pledges for reduction of plantings, with very few refusing. We have had a cold snap, the mercury falling to 39 deg., with a spitting of snow, on the 6th inst.

For old tobacco we quote:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.75	to	5.50
Common Leaf	5.75	to	6.75
Medium Leaf	7.00	to	8.00

Business Changes, Fires, Etc.

Arkansas

Fort Smith—O D Weldon, cigars, real estate mortgage, $2,000

Little Rock—S Frank, cigars, etc, warranty deed to real estate, $4,500

California

Healdsburg—Wm A Sharp, cigars, bill of sale, $500

Los Angeles—Mount & Steele, cigars, succeeded by J N Rushton

San Francisco—S W Campbell, cigars, tobacco, etc, sheriff's sale

Colorado

Florence—Riddle & Charest, cigars, closed

Georgia

Atlanta—H H Griffith, retail cigars, petition in bankruptcy——Athens Prattes, cigars, etc, chattel mortgage, $300

Illinois

Chicago—M Gore, cigars, petition in bankruptcy

Indiana

Fremont—C W Buck, tobacco, etc, succeeded by Buck & Wood

Indianapolis—I Strack, cigar manufacturer, real estate mortgage, $700

North Manchester—C E Nagle, cigars, etc, dissolved

Iowa

Clinton—G C Piper, cigars, succeeded by D H Piper

Davenport—H C Potts, cigars, succeeded by Horace Lawton

Kansas

Americus—Mrs E Brines, cigars, sold out

Maryland

Baltimore—Philip Friedel, retail cigars and tobacco, burned out

Massachusetts

New Bedford—Joseph Cunha, cigars, etc, chattel mortgage, $300

Springfield—E L Roberts, cigars, chattel mortgage, $500

Missouri

Kansas City—Mrs J Remnitz, cigars, etc, sold out

North Carolina

Louisburg—C B Cheatham, leaf tobacco, damaged by fire

Ohio

Cincinnati—Emil Trautman, of Emil Trautman Co, wholesale cigars, dead

Oregon

Arieta—Cunningham & Scott, cigars, dissolved Continued by Scott

Ashland—Geo E Weber, cigars, sold to Rose Bros

Pine—F Craig, cigars, real estate mortgage, $150

Pennsylvania

Scranton—F Armengel, cigar manufacturer, discontinued——John Schneider cigar manufacturer, dead

Williamsport—John G Hartman, manufacturer and retail cigars, damaged by fire

Vermont

Barre—E O Marrion, manufacturer and retail cigars, succeeded by P N Wheeler

Virginia

Abingdon—Barrow & Giles, cigar manufacturers, sold out

Washington

Seattle—Stephen Mattler, cigars, bill of sale to McManus & Co

Tacoma—C I Knaggs, cigars, etc, sold out to Mrs W D Richardson——G C Van Amburgh, cigars, sold to J Sheridan

Vancouver—J P Weinberg, cigars, etc, sold to M B Johnson

PATENTS RELATING to TOBACCO, Etc.

786,629 Making matches; Jens H. Christensen, Copennagen, Denmark.

786,514 Cigar cutter; James T. Paterson, New York.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited — Advances Made
Settlements Made on Day of Sale

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VIRGINIA
PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

IRREGULAR PAGINATION

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

HANDY
Cigar Box Opener

Made to work well—look well and last well. Slips into your vest pocket and takes up no more room than a flat latch key. Just the thing to tickle the trade with.

Is of best tool steel and finely nickeled—bright as a new silver dollar. Has a hardened edge that is sharp—handy to cut labels, edging and stamps—a feature the common kind don't have.

We stamp your ad clearly and deeply into each of them, so that wear can't remove it.

Don't this strike you as some thing extra good in the line of an everlasting advertisement, and a tool that would please the recipient?

They make a favorable impression on those who get them. They would help to sell more of your goods.

Why not let us fix up enough for you to give one to each of your customers? It's a splendid way to show your appreciation of their trade.

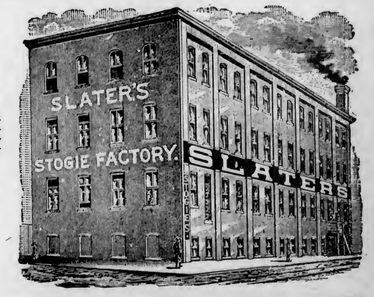
Write for prices—state quantity, and the ad wanted on.

National Selling Co.,
ALLENTOWN. PA., U. S. A.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address—
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER **STOGIES**
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



E. ROSENWALD & BRO.

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THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXV., No. 16.

PHILADELPHIA and NEW YORK, APRIL 19, 1905.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents

Our Purchases of
NEW SUMATRA TOBACCO
Up to Date:

81	bales	S P | Deli
211	"	St. Cyr | Deli
110	"	Amst. Deli Co. | J H
50	"	Deli Ba My
25	"	L P C | Padang Brahrang
69	"	Mandi Angin Deli - A
301	"	S K | Deli
125	"	Sumatra Plantage My
144	"	A D C | Deli
53	"	B M | Langkat
35	"	H D | Langkat
28	"	J H M | Deli - C
1232 bales		

H. DUYS & CO.
170 Water Street,
New York
The Leading Exclusive Sumatra House

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

THE TOBACCO WORLD

SMOKE VETTERLEIN BROS. SABOROSO PHILADELPHIA CIGARS — PHILADELPHIA — BOSTON

MANETO CIGAR

GUMPERT BRO'S. Manufacturers — 114 N. 7th St. Philadelphia

VIRTUE LIBERTY AND INDEPENDENCE

The Rugby Nickel Cigar has a fine flavor; mild yet tempting to the average palate. You'll like it. So will your customers.

STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

EISENLOHR'S Cinco CIGARS Philadelphia

Clean as the Food You Eat — Vesper CIGAR 5

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

NAPOLEON 5¢

Channing Allen & Co
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

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CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEYWEST CIGARS
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PHILADELPHIA, PA.

F. H. POWELL'S — LA FLOR DE Oxus CIGARS — CELEBRATED 5¢ — PHILADELPHIA — CAMDEN

E. A. CALVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

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Increased Acreage Every Year Brings Good Results, and Preparation is Being Made to Use Considerable Virgin Soil for the Plant. Tobacco Was Once an Important Crop in this State.

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Indiana is yearly growing more important as a tobacco-producing State, and it seems very likely that before long it will rank well among the other States in which the cultivation of the plant is an important industry. Reports of increased acreage are coming in continually and in nearly every case the result is proven satisfactory.

Stoughton A. Fletcher is about to engage in tobacco culture on quite a large scale, for this part of the country. On his farm, about six miles south of the city, he is preparing to put in about fifty acres of tobacco. The land which he will plant has never been cultivated, and the stumps of trees are now being blasted out for the first time. Virgin soil is the best for tobacco growing. Mr. Fletcher is using white burley seed, obtained in Kentucky.

Tobacco is by no means a new crop in Indiana, though there is not as much raised here now as formerly. Indiana got the industry from Kentucky. During the colonial period tobacco was grown in Pennsylvania, Virginia and Maryland. About the beginning of the last century the industry spread westward to Kentucky and Tennessee and then to Southern Ohio and Indiana.

For many years Kentucky has been the leading tobacco State, and in 1900 it produced 32 per cent of the total crop of the United States. The total crop that year was 868,163,275 pounds, of which Kentucky produced 314,288,050; Virginia, 122,884,900; Ohio, 65,957,100; Tennessee, 49,157,550, and other States in descending proportion. Indiana stood twelfth in the list, producing 6,882,470 pounds. In 1890 this State produced 7,710,297 pounds; in 1880 it produced 8,872,842 pounds; in 1870, 9,325,392, and in 1860, 7,993,378. In 1860 Indiana ranked eighth in the production of tobacco and in 1900 it ranked twelfth.

As far as climate and soil are concerned the conditions are as favorable for tobacco culture now as they were forty years ago. The climate of Indiana is much the same as that of Ohio, which in 1900 produced 65,957,100 pounds of tobacco, or nearly ten times as much as Indiana.

Probably the best tobacco lands in the State are in the southern counties, but it can be grown successfully as far north as the central portion, and even farther. Large crops and a superior quality of tobacco are raised in Connecticut, which is considerably farther north than Indiana. In 1900 Connecticut produced 16,930,770 pounds, or considerably more than twice as much as Indiana.

Of the total crop in this State in 1900, Switzerland county produced 2,410,050 pounds; Spencer county, 1,250,500 pounds; Warrick county, 990,680; Ohio county, 394,160; Randolph county, 261,600; Dearborn county, 158,910; Dubois, 122,760. Marion county produced only 200 pounds, but Morgan county raised 1,730 pounds; Putnam county, 2,170; Shelby county, 4,010, and Wayne county, 24,080. Some counties north of Marion produced much more tobacco than this county did—as Montgomery, 2,000 pounds; Madison, 1,630; Wabash, 11,000; Miami, 4,920; Delaware, 7,640.

WISCONSIN BILL NOW A LAW.

Cigarettes, Tobacco or Papers Cannot Be Sold or Given Away.

Madison, Wis., April 14.

Governor LaFollette, of this State yesterday affixed his signature to the bill which prohibits the sale or manufacture of cigarettes, cigarette tobacco, paper, or the giving away of the same, and the bill is now a law, until, perhaps, it is broken.

So far, according to traveling salesmen, the sale of the cigarette in its various grades has not fallen off at all, and it is evident by this, that dealers generally, believe that the law either will not or cannot be enforced. They at least count on the American Tobacco Co. to give the anti-cigarette law a good run for its money, and failing results, to take back the banished stock.

It stands to reason that the dealers could stop the use of the cigarette themselves if they wanted to, merely by refusing to keep it in stock, and it behooves the combine to protect the dealers' interests, if it expects them to carry out their end of the business. Consumers are waiting interestedly to see whether the retailers will continue to display cigarettes in their windows or show cases in defiance of the law.

NEW RE-DRYING PLANT OPEN.

Burley Tobacco Warehouse Co.'s Adjunct Doing a Big Business.

Lexington, Ky., April 14.

The Burley Loose Tobacco Warehouse Co.'s newly-equipped re-drying establishment has been open for more than a week now and is running in pot pie order. August S. Volkers, of Freeport, Ill., is in charge.

The plant is in the rear of the company's warehouse on South Broadway and is equipped with the latest improved combination apron and stick Proctor drier which has a capacity for drying, cooling and 'ordering' 5,000 pounds an hour. It is one of the largest and best equipped machines of its kind in the State, and the plant as a whole is excelled by no other.

Mr. Bohmer, the general manager, said that the plant was working satisfactorily, and that farmers who can not get on the loose floor what they believe to be an acceptable price for their tobacco, could have it re-dried and packed in hogsheads for storing at a moderate cost.

CIGARETTE AGAIN IN TROUBLE.

Reading Railway Official Forbids Their Use in Stations and Trains.

Mahanoy City, Pa., April 14

One more knock for the cigarette. Superintendent Turk, of the Mahanoy-Shamokin division of the Reading Railway Co., has issued an order forbidding the smoking of cigarettes in stations or in passenger trains. Station agents and train hands are urged to enforce the order vigorously, in the interest of the traveling public.

The notice reads very nicely, but it is not believed that the company would go to extremes if it were violated in the trains. If a man lighted a cigarette in a smoker, and flatly refused to put it out on the order of the brakeman, it is hardly likely that the train would be stopped and the passenger ejected. As it is now, a man can sit in a train and absorb the contents of a flask of whiskey until he becomes intoxicated, and unless he makes an actual disturbance, he cannot be touched. That being the case, it is scarcely reasonable to ostracize the poor little cigarette.

The company has also issued an order from its headquarters in Philadelphia, intended to discourage cigarette smoking in its stations as well as in the smoking cars of its passenger trains, especially on the part of boys and youths. No attempt will be made actually to prohibit it, as reported, as the officials recognize full well the difficulty and danger attending such a course. The order is the result of recent complaints by passengers of disorderly and annoying conduct on one of its trains by a party of cigarette smoking boys. What the order really contemplates is to prohibit the selling of cigarettes upon the company's property by the Union News Company or other agents, and conductors of passenger trains are to exercise discretionary judgment in determining what constitutes excessive or annoying use of cigarettes by boys on trains.

SUPPRESS CHICAGO REFORMERS.

State's Attorney Investigating Reprehensible Methods of Getting Evidence.

Chicago, Ill., April 4, 1905.

State's Attorney Healy has begun an investigation of the movements of W. V. Tyler, the Citizens' Mutual Alliance and Louis Grossman, a constable, who have been prosecuting cigar and tobacco dealers for selling to minors. The State official believes that the reformers are not working in good faith and if his investigation results as he expects, he will take steps to have them suppressed.

Mr. Healy declares that the methods of securing evidence which have been adopted by Tyler and the Alliance have been altogether reprehensible and out of order and he has demanded of Justice Roth that he dismiss several cases now pending. This, the justice has not yet consented to do, as it is understood he questions the right of the State's justice to take a hand in city cases.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
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Indianapolis, Ind., April 15.

Indiana is yearly growing more important as a tobacco-producing State, and it seems very likely that before long it will rank well among the other States in which the cultivation of the plant is an important industry. Reports of increased acreage are coming in continually and in nearly every case the result is proven satisfactory.

Stoughton A. Fletcher is about to engage in tobacco culture on quite a large scale, for this part of the country. On his farm, about six miles south of the city, he is preparing to put in about fifty acres of tobacco. The land which he will plant has never been cultivated, and the stumps of trees are now being blasted out for the first time. Virgin soil is the best for tobacco growing. Mr. Fletcher is using white burley seed, obtained in Kentucky.

Tobacco is by no means a new crop in Indiana, though there is not as much raised here now as formerly. Indiana got the industry from Kentucky. During the colonial period tobacco was grown in Pennsylvania, Virginia and Maryland. About the beginning of the last century the industry spread westward to Kentucky and Tennessee and then to Southern Ohio and Indiana.

For many years Kentucky has been the leading tobacco State, and in 1900 it produced 32 per cent of the total crop of the United States. The total crop that year was 868,163,275 pounds, of which Kentucky produced 314,288,050; Virginia, 122,884,900; Ohio, 65,957,100; Tennessee, 49,157,550, and other States in descending proportion. Indiana stood twelfth in the list, producing 6,882,470 pounds. In 1890 this State produced 7,710,297 pounds; in 1880 it produced 8,872,842 pounds; in 1870, 9,325,392, and in 1860, 7,993,378. In 1860 Indiana ranked eighth in the production of tobacco and in 1900 it ranked twelfth.

As far as climate and soil are concerned the conditions are as favorable for tobacco culture now as they were forty years ago. The climate of Indiana is much the same as that of Ohio, which in 1900 produced 65,957,100 pounds of tobacco, or nearly ten times as much as Indiana.

Probably the best tobacco lands in the State are in the southern counties, but it can be grown successfully as far north as the central portion, and even farther. Large crops and a superior quality of tobacco are raised in Connecticut, which is considerably farther north than Indiana. In 1900 Connecticut produced 16,930,770 pounds, or considerably more than twice as much as Indiana.

Of the total crop in this State in 1900, Switzerland county produced 2,410,050 pounds; Spencer county, 1,250,500 pounds; Warrick county, 990,680; Ohio county, 394,160; Randolph county, 261,600; Dearborn county, 158,910; Dubois, 122,760. Marion county produced only 200 pounds, but Morgan county raised 1,730 pounds; Putnam county, 2,170; Shelby county, 4,010, and Wayne county, 24,080. Some counties north of Marion produced much more tobacco than this county did—as Montgomery, 2,000 pounds; Madison, 1,630; Wabash, 11,000; Miami, 4,920; Delaware, 7,640.

WISCONSIN BILL NOW A LAW.

Cigarettes, Tobacco or Papers Cannot Be Sold or Given Away.

Madison, Wis., April 14.

Governor LaFollette, of this State yesterday affixed his signature to the bill which prohibits the sale or manufacture of cigarettes, cigarette tobacco, paper, or the giving away of the same, and the bill is now a law, until, perhaps, it is broken.

So far, according to traveling salesmen, the sale of the cigarette in its various grades has not fallen off at all, and it is evident by this, that dealers generally, believe that the law either will not or cannot be enforced. They at least count on the American Tobacco Co. to give the anti-cigarette law a good run for its money, and failing results, to take back the banished stock.

It stands to reason that the dealers could stop the use of the cigarette themselves if they wanted to, merely by refusing to keep it in stock, and it behooves the combine to protect the dealers' interests, if it expects them to carry out their end of the business. Consumers are waiting interestedly to see whether the retailers will continue to display cigarettes in their windows or show cases in defiance of the law.

NEW RE-DRYING PLANT OPEN.

Burley Tobacco Warehouse Co.'s Adjunct Doing a Big Business.

Lexington, Ky., April 14.

The Burley Loose Tobacco Warehouse Co.'s newly-equipped re-drying establishment has been open for more than a week now and is running in pot pie order. August S. Volkers, of Freeport, Ill., is in charge.

The plant is in the rear of the company's warehouse on South Broadway and is equipped with the latest improved combination apron and stick Proctor drier which has a capacity for drying, cooling and 'ordering' 5,000 pounds an hour. It is one of the largest and best equipped machines of its kind in the State, and the plant as a whole is excelled by no other.

Mr. Bohmer, the general manager, said that the plant was working satisfactorily, and that farmers who can not get on the loose floor what they believe to be an acceptable price for their tobacco, could have it re-dried and packed in hogsheads for storing at a moderate cost.

CIGARETTE AGAIN IN TROUBLE.

Reading Railway Official Forbids Their Use in Stations and Trains.

Mahanoy City, Pa., April 14

One more knock for the cigarette. Superintendent Turk, of the Mahanoy-Shamokin division of the Reading Railway Co., has issued an order forbidding the smoking of cigarettes in stations or in passenger trains. Station agents and train hands are urged to enforce the order vigorously, in the interest of the traveling public.

The notice reads very nicely, but it is not believed that the company would go to extremes if it were violated in the trains. If a man lighted a cigarette in a smoker, and flatly refused to put it out on the order of the brakeman, it is hardly likely that the train would be stopped and the passenger ejected. As it is now, a man can sit in a train and absorb the contents of a flask of whiskey until he becomes intoxicated, and unless he makes an actual disturbance, he cannot be touched. That being the case, it is scarcely reasonable to ostracize the poor little cigarette.

The company has also issued an order from its headquarters in Philadelphia, intended to discourage cigarette smoking in its stations as well as in the smoking cars of its passenger trains, especially on the part of boys and youths. No attempt will be made actually to prohibit it, as reported, as the officials recognize full well the difficulty and danger attending such a course. The order is the result of recent complaints by passengers of disorderly and annoying conduct on one of its trains by a party of cigarette smoking boys. What the order really contemplates is to prohibit the selling of cigarettes upon the company's property by the Union News Company or other agents, and conductors of passenger trains are to exercise discretionary judgment in determining what constitutes excessive or annoying use of cigarettes by boys on trains.

SUPPRESS CHICAGO REFORMERS.

State's Attorney Investigating Reprehensible Methods of Getting Evidence.

Chicago, Ill., April 4, 1905.

State's Attorney Healy has begun an investigation of the movements of W. V. Tyler, the Citizens' Mutual Alliance and Louis Grossman, a constable, who have been prosecuting cigar and tobacco dealers for selling to minors. The State official believes that the reformers are not working in good faith and if his investigation results as he expects, he will take steps to have them suppressed.

Mr. Healy declares that the methods of securing evidence which have been adopted by Tyler and the Alliance have been altogether reprehensible and out of order and he has demanded of Justice Roth that he dismiss several cases now pending. This, the justice has not yet consented to do, as it is understood he questions the right of the State's justice to take a hand in city cases.

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1865

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

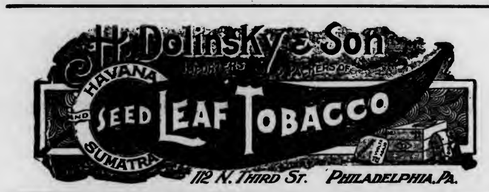
232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.



The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in ***LEAF TOBACCO***

231 and 233 North Third Street

PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of **LEAF TOBACCO**

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia

Broker in **LEAF TOBACCO**

Young & Newman, IMPORTERS of Sumatra & Havana

21 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Bayuk Bros.

SOLD BY LEADING DEALERS EVERYWHERE

5¢ CIGAR

WRITE FOR FULL PARTICULARS

MENTION TOBACCO WORLD

BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

DON'T HABITS CUT ANY ICE AT ALL?

Good morning, lads; have you all used soap of some sort? Well, I feel so clean myself, that I think I am about due for another of my little moral talks.

You see I keep noticing so many faults and blemishes in other people that I am beginning to believe I am the only perfect human in the world, and sometimes I feel like throwing up my job of licking you-all into shape for the judgment.

I'll give you fair notice, though, before I do, and I've got a few more remarks to make anyway. Just at present I am consumed by a wonder as to how some salesmen make a living, when you consider the way they go about it. The fact that they do, simply shows that you can't lay down any hard and fast rules that will be applicable to every case.

There is a certain salesman on the road today whose description many will recognize. He may see this himself, and if he does he will probably get mad. He ought to get mad, but his passion should be directed at himself, and not at me for the only thing I am doing is reminding him of what every one else already knows.

The salesman I am talking about is accounted a first rate salesman. He is employed by a good house, has an extremely wide acquaintance and undoubtedly makes good in point of the number of orders he brings his house. But his faults are indisputably faults, and faults that have ruined more men than one meets in a day. Therein lies the mystery. Does he make good despite his personality or on account of it?

I was in a Baltimore cigar store not long ago when this man came in, jerked out a remark to everybody including the colored porter and was off again.

"Lem seems almost sober," said the head clerk to the manager. The man's name is not Lem, and it is not necessary for you to know what it is.

The clerk's remark made me remember that I had seen the man in the bar of a hotel two or three nights before in a state of almost helpless intoxication and evidently glad of it. At the time, he was amusing himself by plunging his hands into his pockets and withdrawing them full of wads of crumpled bank notes which he would stare at for a moment with an expression of deep and alcoholic contempt, and then let drop on the floor. He had a companion, presumably a friend, whose chief duty seemed to lie in picking the money up again and jamming it back in the other's pockets.

"Lem certainly is an awful tank at nights," volunteered the manager. "He cultivates a steady series of Brannigans that make an ordinary corn look like the essence of dignity. Only at nights, though."

"Well, in my observation," said I, "the sharp and complete separation of one's nocturnal habits from those of the day, when the former include a pursuit of the ruddy fluid, has, after a short time proven impossible. In short, a man finally has to hang over."

"Lem always gets around in the day time," the clerk assured me. "By the way, did you ever hear him swear?"

"I don't know him personally, you know," I answered, "and nearly every time I have seen him, it has been in a cigar storewhere he was supposed to be selling goods. Naturally he wouldn't do himself justice then. Can he really swear some?"

The manager gave me a peculiar look and grinned at the head clerk who was giggling merrily.

"Well," said he reflectively, "I've heard a considerable variety of cussers and some of them had come through on the limited straight from Cusserville. I have also heard the story of the youth who broke words in half in order to push in a swear. And all I got to say is that such verbal pikers aint in Lem's class at all. Why oftentimes, after I've listened to Lem when he felt a little like talking, I've wondered how he managed so much out of one deity. He oughta been born in ancient Greece.

"And don't get any idea that Lem is too stingy to swear during business hours. Not never so. That's his favorite time because his mouth ain't so otherwise busy as it is at nights. It aint all straight profanity, either. When he happens to feel that way, he can make an ordinary foul-mouthed man's line sound like the conversation of an English purist who had never heard ot but one sex. And the things he calls a man!"

The clerk proceeded to give me a few samples, and it appears that the mildest

(Concluded on page 7)

Sulzberger-Oppenheimer Co.

(Limited)

Cigar Manufacturers

Broad & Noble Sts.

Philadelphia

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS,

Makers of

Hollard's Premiers,

Franklin Club,

Luxury,

and NUMEROUS PRIVATE BRANDS.

Seal Cigar Factory,

2203 South Street, Philadelphia.

Hollard's

F. V. ESHLEMAN,

1600 Arch Street, Philadelphia,

MAKER OF

HAVANA CIGARS

A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

IT IS FAIR to assert that one of the most potent trade killers to be considered is indifference on the part of the clerk. Frequently this may not be indifference at all but merely a pose, assumed in order that the clerk may show what an old and blase hand he is. They say the successful war correspondents, and newspaper reporters, whose names grow familiar to the reading public all over the world, are successful because they have the faculty of becoming just as enthusiastic over every piece of news, however unimportant, they report now, as they were when they were detailed on their first "story."

In a musical comedy recently running in a Philadelphia theatre, one of the actresses, to illustrate a song, burlesques the haughty and indifferent salesgirl in a department store.

Of course her imitation is greatly exaggerated, but there is a foundation for it all, and it is not the glove counter girl alone who is guilty of the fault. The writer has been in entirely too great a proportion of cigar stores, where the clerk languidly reached after an asked for cigar box, shoved it indifferently out on the counter and wearily awaited the customer's pleasure.

It was done in a sort of "You see, old chap, I'm just doing this to help the cigar store fellow out, you know."

A good many of these clerks looked as if they would be good, sensible, wide-awake fellows if they were given the chance and it's a tremendous pity that they can't get wise to themselves before their employer gets wise himself.

Remember one undying fact; one certain, nail on the head fact, a fact just as much of a fact as the certainty that the sun rises and sets every day. That is, that the easiest way to create an unfavorable and unpleasant impression is to act as if you thought you were above the work you are doing, or that that work was not worth while giving your best attention to.

The man who quarrels with his bread and butter is fouling his own nest and putting himself in a position that is really far below that of the clerk without any ambition at all.

The writer not long ago said something like this to a young clerk who was bright and ambitious, but who had gotten sick of his job and felt that he wasn't getting anywhere. "I don't want to be a cigar clerk on a bum salary all my life," he said peevishly. "I haven't got any interest in my work any more, and I suppose I show it. I'm not like some of these dubs that seem satisfied if they get enough to buy a loud suit and a cane once in a while and have three or four tough girls on their staff."

This boy was 20 years old and had been in the store a year. He seemed to think he ought to be the proprietor by that time. In the first six months he had been in the store the writer had heard more than one man speak of the boy's courtesy and alertness and say that they liked to have him wait on them. There had been no such remarks in the last six months and this, the writer told the boy and told him why. He seemed thoughtful and there has been a noticeable change since.

His case is like a hundred others, and the best consolation is to remember that successes aren't made over night, but if they are to be permanent, mean long, patient work and attention to details. Don't be a quitter. Hades is full of them.

GEO. W. PARR'S NEW "FERNSIDE" BRAND

PROMINENT among the new brands of popular priced cigars that are making a hit on the market is the "Fernside," which was recently gotten out by George W. Parr, of Littlestown, Pa. The cigar has not been out long enough yet to have become widely known but on account of its astonishingly good quality, is making very rapid progress.

As will be seen by the above cut, the label is an attractive one, and the cigar is quite as desirable as the lady. The package is built to correspond.

The cigar is made in a dainty size and is just the thing to tempt the fastidious smoker. It retails for five cents, and is graded as Havana filler with Sumatra wrapper. Mr. Parr will push its sale vigorously and from the way the brand is already duplicating, he will have little trouble in securing for it a wide market.

THE "UNITED" SHIELD.

WITH the constantly increasing advertising of the United Cigar Stores Co. and the likewise increasing number of stores, the trade mark of the company, which consists of a shield formed of a crown over the word "United," is becoming more and more known, until every cigar dealer in the country, and nearly every consumer is familiar with its appearance.

Although the shield is a sufficiently attractive symbol to be remembered on its own account, the promoters of the United Cigar Stores Co. have spent hundreds of thousands of dollars in popularizing it, and in all the advertising it is buying in the twenty-five or thirty cities in which the Company's stores are in operation, and the magazine advertising it is doing to enlarge its mail order business, the shield is used conspicuously, and in order to emphasize its importance as a trade mark, every announcement carries a catch-word with the shield as a text.

Beside in this form of advertising, the Company has adopted the trade mark on all the windows of its stores, until it has come to be identified with everything about the business except the cigar boxes themselves. To a certain extent this has been a forced put, owing to the fact that some of the Company's early windows were copied, when the distinctive form consisted merely of the banding of the tops and bottoms of the windows in red and printing the sentence, "Largest Retail Cigar Dealers in America."

Apparently the only way to prevent this was to give the windows further individuality by a trade mark, and the shield was finally evolved and steps were at once taken to protect it by every means known to registration laws.

The originator of the shield was F. A. Whelan, head of the Construction Department of the United Cigar Stores Co., and brother of the president. Mr. Whelan, who is an architect and draughtsman, whose work is well known in his profession, was giving the choice of a symbol for the Company his attention for some time before he conceived the shield. He was seeking to evolve a design in which the word "United" would work out in cipher. A lucky chance suggested the shield, not because it was new, but because when he came to adapt the word to that form, he was himself astonished to discern that, taking a designer's license with the six letters, it was possible to give them seven heavy strokes, these heavy strokes corresponding to the seven stripes in the National flag, and their correlative emblem, the shield.

At first glance, few people notice the fact that the bottom part of the shield is composed of letters and that it is nothing but a word, and some objection was raised to it on that account. This was over ruled, however, as the fact was recognized that the mark would have additional value after the discovery of the word "United" had been made by the observer.

• • •

A LITTLE TIP.

GET out some advertising card bearing your name and address and perhaps a picture of your store if it is a handsome one and on the card print some brief suggestion to smokers that is likely to attract attention. This might do for instance:

If you will observe the following rules you may smoke as much as you like without any harm:

In the first place, smoke a good cigar. In the second place never light a cigar the second time. The other rules are never to stay in a cloud of smoke and never chew the end of a cigar.

• • •

TOBACCO WHISKERS.

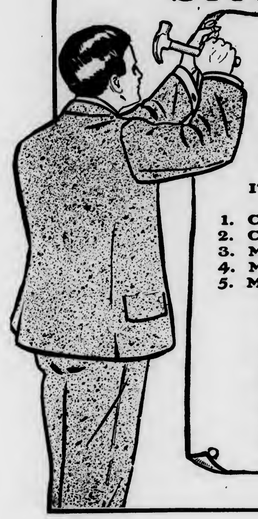
TO obtain custom a tobacconist in a London suburb informed the public that on a certain day his assistants would wear whiskers and mustaches of the favorite brands. The effect was not so ludicrous as many imagined. The light, straw colored mustaches of the young men were so very natural that they might have passed as real adornments, while the dark, long beard of the proprietor himself, matched his own whiskers and hair to perfection. After use, the tobacco was wrapped in packets and given to anyone who cared to ask for it.

• • •

"THE manner in which some dealers conduct retail cigar stores is beyond me," said a large consumer in a Milwaukee store the other day. "For instance, in many places where a man goes in to buy a cigar the clerk will remove a number in his hand and spread them over the counter, to allow the customer to make a selection. It does not matter how dusty the case may be, or what the clerk may be working in, the cigars are handled like hardware.

"When you stop to think that every one of the cigars that goes out of such a store may have been handled fifteen or twenty times, and probably has swept up a lot of microbe bearing dust from the top of the show case as well, you will probably wonder why the dealers do not make a practice of pulling out the box, and letting the customer select his cigar from that. I believe there is some government regulation preventing the other way of doing, but it is not observed in 50 per cent of the stores."

STRIKE FOR SUCCESS!



A National Cash Register

Drives the Profits Into the Cash-Drawer

IT IS A PERFECT SYSTEM FOR
1. Cash Sales
2. Credit Sales
3. Money Rec'd on Acc't
4. Money Paid Out
5. Money Changed

A National Cash Register

enforces carefulness, honesty and accuracy among the clerks.

IT PAYS FOR ITSELF

within a year out of the money it saves and then earns 100% on the money invested.

Let one of our representatives call and explain our system to you.

CUT OFF HERE AND MAIL TO US TODAY

National Cash Register Co.
DAYTON, OHIO

I own a_____store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

Name

Address

No. Clerks

Please Mention The Tobacco World

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

pet name the salesman has for his customers is that distinctively American epithet, the use of which is usually supposed to mean fight.

"Why, I wouldn't stand for anything like that for a minute," said I. "I'm surprised that anyone does. In fact I don't see how the man can do any business or how he escapes complaints being made about him. Most men swear and occasionally use worse talk but they don't use it in that lavish way, and I certainly never considered it a diplomatic move to address such language to a prospective customer."

"Some of 'm don't stand it," said the manager. "One man got sore the other day, and dressed him down in great shape. Said if he intended to enter a gentleman's store, he would have to imitate the conduct of a gentleman, as nearly as his brutish intelligence and natural instincts would permit. Lem told it himslf, and thought it was a great joke."

"A great joke, eh," said I. "Well, if that man had taken the trouble to come out in front of his counter and cane the chump, the application would have reached a spot not so thick as his skull. For the life of me I don't see how or why anybody puts up with it."

"I don't either, when I think of it in cold blood and when Lem isn't here," replied the manager. "But it's different when he is. You see if you, or any other average man were to come in here and call me a foul name, I would probably bang you. With Lem it is different. He talks that way all the time. He doesn't know anything else. If you were to choke his cussing off he wouldn't be able to make himself understood. He'd simply have to open his mouth and shut it again without saying anything.

"And it would puzzle you to pick out any particular name to jump him on. Everyone knows that he doesn't mean it for an insult, and to kick up a great row and demand an apology and retraction would be a good deal like the yap who had been called the unmentionable name and made the fellow who had called him it write a note to the effect that he didn't really believe the other was what he had called him. Then he triumphantly showed the paper around as a vindication, and you can imagine what people thought. No; Lem has reached such a pass that he wouldn't be able to understand such indignation and resentment."

And as I say, this fellow is employed by a first rate manufacturing house, and is regarded as a good salesman. He gets the business. Explain it, for I can't.

THE OLD SALESMAN.

BIG MEETING OF GROWERS FOR ORGANIZATION.

Madisonville, Ky., April 13.

Tobacco Growers of Webster county held a meeting at Slaughterville last Saturday for the purpose of considering ways and means of closer organization. Felix G. Ewing, President of the Dark Tobacco Growers' Association, of western Kentucky and eastern Tennessee, Congressman John W. Gaines and A. O. Stanley were present and made stirring address.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

IMPORTER OF
S. Weinberg, Sumatra and Havana,
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA MARKET HAS BEEN EXCEPTIONALLY QUIET.

One Big Northern Buyer About All in Sight. Good Demand for Remedios From Commission Houses, But Stocks Are Low and the Prices Asked Are Above the Limit.

[Special Correspondence of The Tobacco World.]

HAVANA, April 10, 1905.

Business during the past week in the Havana market has been quiet, and if it had not been for the presence of one Northern buyer who has already purchased nearly 1,000 bales, it would have been the dullest week yet recorded.

There is still a strong demand for Remedios first and second capaduras, but the stocks in first hands, with one or two exceptions, are exhausted, while the prices asked for the few unsold holdings in the hands of exporters or speculators are above the limits of the orders in the hands of commission houses.

Still, as the new crop will not be fit for working by the manufacturers until next year, the latter will have to pay dearly to supply their pressing needs, or use substitutes. During the year 1901 Remedios first capaduras of the 1900 crop sold as high as $65 per qq., and second capaduras brought as high as $45 per qq. in the Havana market. Since that time prices have been dropping, until in the beginning of 1903 the low tide was reached, when good first capaduras of the 1902 crop sold as low as $30, and seconds fetched from $15 to $18 per qq.

As the 1903 crop was mostly flimsy and only a very small part of it was suitable for the United States, prices gradually advanced again. The 1904 crop, while of good body and strong in flavor, was too short in quantity, even with the assistance of the surplus left over from 1900 and 1901, to meet the demands of our Northern factories, thus raising prices to a still higher level. As the 1905 crop is also without doubt not sufficient in quantity, high water mark prices are more than likely in 1906.

A reaction may perhaps be in sight for the year 1907, provided the farmers should plant more tobacco this fall, be favored with a good growing season, and harvest a large, suitable crop in 1906, which could be worked during the year 1907.

From this it will be seen that the manufacturers have no possible relief in sight for them until the end of two years from now, and even then it will all depend upon favorable circumstances. In the meantime they ought to try to secure enough stocks for their running needs, as they may have to pay still higher prices next year, unless some unforeseen circumstances should develop to destroy all present calculations.

To some extent all the cigar tobacco crop raised in the whole world, in the year 1904 seems to have been rather deficient in quantity, and if there had not been some surplus holdings, the situation would be still more difficult for the manufacturers.

In all likelihood the prices for Vuelta Abajo and Partido fillers of fine quality will be higher than last year, as the demand may exceed the supply. Some people claim that there may be more wrappers than during the previous year, but it remains to be seen how the colors may be after the tobacco has been baled and passed the last fermentation. There was one rainy day last week, but since Thursday the weather has been dry and cool.

Sales

foot up to 2,004 bales in all, divided into 1,258 of Vuelta Abajo, 250 of Partido and 496 bales of Remedios. The buyers for the American market have taken 1,618, the local cigar manufacturers 320, and European exporters 66 bales.

Buyers Come and Go.

Arrivals: Charles Vogt, of Carl Vogt's Sons, New York; Angel Cuesta, of Cuesta Rey & Co., Ignacio Haya, of Sanchez & Haya, Vicente Guerra, of V. Guerra, Diaz & Co., Vicente Bustillo, of Bustillo Bros. & Diaz, A. Santaella, of Santaella & Co., all of Tampa; E. A. Kline, of E. A. Kline & Co., New York, Tampa and Havana.

Departures: Louis C. Cantor, for New York.

Havana Cigar Manufacturers

Business is perhaps a trifle better just at the moment, as the larger independent factories have received a number of orders from the United States, Great Britain and its colonies, notably Canada, where Havana cigars seem to be more called for. It is still too early to look for any lasting improvement, however, unless the importers of cigars perhaps fear, that owing to the high prices which the manufacturers may have to pay for their leaf supply, the latter should raise their prices.

This contingency is of course possible, and ought not to be lost sight of by the importers of cigars, because the small margin with which the local factories have to work would not allow them to continue to work as heretofore, if they should have to pay higher prices for their raw material.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

Consulado 91, HAVANA.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA
Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
83a Amistad St., Habana, Cuba.
Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

PARTAGAS
Independent Cigar Factory

The Oldest Brand

The Best Cigars

Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26. Habana, Cuba.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

Established 1834

POR LARRAÑAGA

Trade Mark Registered

Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh, La Columnia de la Victoria, La Irma, and La Guipuzcoana.

Exports per steamer Morro Castle were 3,799,615 cigars.

H. Upmann & Co. have received some good orders from Europe and the United States.

Cifuentes, Fernandez & Co. report no change in their Partagas factory; they are working as always, and the demand for Flor de Tabacos de Partagas & Co. never ceases.

Por Larranaga is doing well. Don Antonio J. Rivero, the manager, states that their sales to Canada in two months this year have already equalled their whole output of Por Larranaga cigars in 1904. London is sending good orders, and the demand from the United States is increasing.

Sol is noting an improvement in the orders from Great Britain and the United States, to the satisfaction of Behrens & Co.

Ramon Allones is working steadily nearly the whole year through, and there is very little difference noticeable even in dull times. Rabell, Costa, Vales & Co. are using good material, and the smokers are not slow to find this out.

Crepusculo has no reason to complain, having received some very good sized orders for Jefferson from the United States, and J. F. Rocha & Co. are working actively for London and South America.

Calixto Lopez & Co. are doing a fair business with Germany and the United States.

Remigio Lopez y Hno. are doing as well as can be expected, and La Mas Fermosa and Magnetica de Cuba are steadily gaining more territory in the United States.

Buying, Selling and Other Notes of Interest.

Aixala & Co, were the heaviest sellers last week, disposing of 400 bales of Vuelta Abajo.

Charles Vogt was a heavy buyer in our market, and says he has already purchased 1,000 bales of Vuelta Abajo and apparently has not yet closed his deals on pending lots.

Miguel V. Perez closed out the balance of his Remedios holdings, 306 bales.

Voneiff & Vidal Cruz are stripping on account of their Northern customers.

Jose H. Cayro e Hijo turned over 250 bales of Vuelta Abajo and Partido.

A. Pazos & Co. have several trades pending, which very likely will result in some good transactions this week.

Loeb-Nunez Havana Co. disposed of 125 bales of Remedios and Vuelta Abajo.

The four large Tampa manufacturers, Antonio Santaella, Vicente Bustillo, Ignacio Haya and Vicente Guerra, have arrived here with the principal object in view to raise $50,000, in order to construct a sanitarium for their cigarmakers in Tampa, and there is no doubt that they will be able to raise a large sum from the local dealers and commission merchants with whom they are doing business. Charity amongst the Spanish and Cuban population is never asked in vain, when some laudable enterprise is planned, and contributions are generally very liberal.

Gonzalez, Benitez & Co. sold 125 bales of Vuelta Abajo and Remedios.

Manuel Suarez & Co. are very busy shipping goods and stripping for their customers Don Manuel Suarez is always on the alert, going to the country and inspecting the new crop, as well as picking up isolated lots of merit that were left over with some farmers who demanded too high figures in the beginning.

Bruno Diaz & Co. made one sale of 100 bales of Partido to a local factory.

Antonio Suarez is buying quite actively in the country of the new crop, and will start his packing next month.

Jose Menendez turned over 100 bales of Vuelta Abajo.

A. M. Calzada & Co. are more or less busy all the time, executing orders for their customers.

Rodriguez, Bautista & Co. have some trades pending examination this week, and soon will start their escojidas.

Receipts From the Country

	Week Ending April 8. Bales	Since Jan. 1. Bales
Vuelta Abajo	493	9,958
Semi Vuelta	—	817
Partido	69	1,869
Matanzas	3	8
S. Clara & Remedios	15	8,596
Santiago de Cuba	—	4,633
Total	580	25,881

Recent Incorporations, Etc.

—Incorporation papers have been granted to Mayer & Co., of Chicago, to deal in cigars and tobacco, with a capital of $5,000. The incorporators are John S. Butler, Duncan, Moore & George Hartfield.

—The Standard Cigar Co., of Galena, has been incorporated with a capital of $25,000 by E. K. Blewett, J. T. Dawson and D. B. Blewett.

—Jacob Sutter & Sons, of Chicago, have been incorporated to deal in tobacco, with a capital of $10,000. The incorporators are C. R. Poppemhusen, J. L. McNab and E. T. Fox.

—The Potts-Vogel Co., of Boston, has been incorporated with a capital of $25,000 to deal in cigars, tobacco and groceries. The incorporators are Sanford F. Potts, L H. Vogel, John Burrows, Elisha M. Rogers and Howard D. Nash.

—The E. M. Schoenborn Cigar Co., of Columbus, O., has been incorporated with a capital of $100,000 by E. M. Schoenborn, L. S. Hugentugber, J. A. Rigby, J. D. Ellison, Henry E. Seibert, Jr., and William James.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
The Smokers' Favorite Brands. RED LION, PA.

J. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Drasenk.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.

NEW YORK

H. SCHOENER. CABLE ADDRESS "TACHUELA"

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address: "Hirr."
Joseph Hirsch & Son
P. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St NEW YORK.

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, April 17, 1905.

Trade was steadier last week with the retailers, although the weather was not quite as springlike as it had been. The box trade was better, and the Broadway stores say they did more.

New stores are continually being opened in every section of the city, and more and more stands are being placed in office buildings, until one wonders how they are all able to pay their rent. The consumption in New York city is something tremendous, and of course is constantly increasing, but hardly, it seems, in proportion to the increase in the number of places where a cigar may be bought.

Cigar stores in New York are getting a reputation among occasional visitors from out of town, of being evanescent, because men who come to town at intervals of two or three months complain that they never know whether they will find a store at the same address or not.

Of course it is not really as bad as that, but it is a fact that removals are very frequent, owing to building changes, raising of rent and so on, for unless he has a long established trade, a dealer must be a wise guy these days to have a balance at the end of every year.

This spring will probably be a good one in the retail trade as the country is supposed to be in a prosperous condition and when much money is floating around, New York merchants always get their share.

Manufacturers are still being kept fairly busy and while all of them could doubtless get away with more orders, there is no dissatisfaction to speak of. Sales on the road are coming up better, and salesmen find each trip more productive than the last.

• • •

Nothing of much news interest took place in the leaf market during the week. On the contrary things were rather quiet. There was quite a little done in old Sumatra goods and a sufficient number of good sales took place to bring the footing above the average. H. Duys & Co. report the sale of 196 bales of old Sumatra to a manufacturer outside of New York, and the transaction amounted to more than $30,000. The buyer was a Western manufacturer, and there certainly seems to be less difficulty of moving goods in that direction than elsewhere.

Not much was done in Havana during the week. There was no active demand felt, although prices had not suffered and there was no particular disposition to beat them down. Either manufacturers have got enough to do them for a time or they have made up their minds to hold off a while longer, anyway, to see what will happen.

• • •

The Leaf Tobacco Board of Trade of New York held its annual meeting and re-elected all the officers of the board for another term. These are Benno Newberger, President, James Ertheiler, Vice-President; F. Cranz, Treasurer, and Sig Koenig, Secretary.

The following were elected delegates to the annual convention to be held in Lancaster, Pa.: Charles Fox, F. M. Dolbeer, Benno Rosenwald, Ed. Smith, M. Levy, E. Arndt, H. Spingarn, E. A. Kraussman, James Ertheiler, Jos. Mayer, and William E. Bird.

Alternates: F. Cranz, J. F. Cullman, Chas. Waxelbaum, H. S. Rothschild, J. Alexander, J. Duys, A. Pazos, S. Schleuchterer, A. Bach, J. M. Congalton, and Jesse Falk.

An amendment was made to the by-laws providing for the increase of the number of members of the Board of Directors from twelve to fifteen. A number of other matters of routine nature were discussed and settled.

• • •

The Retail Cigar and Tobacco Dealers' Association of this city held its regular meeting last Tuesday evening, and Sydney J. Freeman, Chairman of the Exposition Committee, reported that every thing was moving along in fine shape. Applications for space at the Exposition are being received from some of the largest and most important manufacturers in the country, and now that the space contracts are finished these manufacturers will be closed as quickly as possible.

Robert E. Lane, President of the Association, reported that the association's March business was the largest yet recorded, and that April, so far, was keeping up the record. There was considerable discussion as to the advisability of adopting a new emblem or trade mark in place of the flying horse now in use. Some of the members do not like the present trade mark for the reason that it is rather too large a design and does not bear on the tobacco trade. It was argued that a more suitable design should be prepared and pushed vigorously so that it would gain a valuable identity. A committee was appointed to work on this matter consisting of Messrs. Aschner, Craker, and Geyer.

Fred Aschner, one of the prominent Brooklynites, announced that the Brooklyn branch intends soon to have a blow-out, pleasing features of which will be a theatrical entertainment and the serving of refreshments.

• • •

The Royal Company is adopting some new method nearly every week to demonstrate its progressiveness and enterprise and will become a decided factor in metropolitan trade. The company has issued a trade price list on its clear Havana cigars and best grade of cigarettes, which is a very tasteful affair. Aside from its practical use, the booklet is handsome enough for a souvenir.

Among the brands are Henry Clay, Manuel Garcia, Rosa de Santiago, Flor de Cuba, Intimidad, Cabanas, Pedro Murias, Carolina, Boch and a number of others on which the firm has made a reputation. The company makes a speciality of its 20 cent Turkish cigarettes and besides this brand offers a complete list of the best grades of this class of smoking.

• • •

A novel decision has been made by Judge Kelley in the Kings County Supreme Court, in the case brought by John Bassler against Heyman Bros. and Lowenstein to restrain the latter firm from using the title Richard Mansfield for cigars. The court decided that while the plaintiff had proven his right to the title he was entitled to relief in equity on account of the fact that his label bore a statement which was a misrepresentation. This consisted of the use of the word "Havana" as the description of the quality of the tobacco in the cigar, and the defendents raised the point that the defendent had no right to use this word, inasmuch as his cigar was made of Havana and Havana seed filler with a Sumatra wrapper. This the defence claimed was a deception upon the public. H. J. Boch, a leaf dealer, H. S. Josephs, a cigar manufacturer and B. Wasserman were called by the defence as witnessess and the judge made the above rule.

• • •

The United Cigar Store's Co. new branch in the Coal and Iron Exchange building near the foot of Cortlandt street, is opened to the public, and the extra offers made by the company in honor of the opening attracted the usual crowd of consumers to the place.

The wedding of Maurice Robinson to Miss Rose Spigel will take place at Sherry's to-morrow. Mr. Robinson is well known in the trade as one of the big and successful salesmen employed by Geo. L. Storm & Co.

So far Bennett, Sloan & Co. have been unable to discover the identity of the man who tried to victimize them a couple of weeks ago by a telephone order which was falsely credited to Park & Tilford. Charles Theil, who came for the 25,000 cigars following the order on the telephones, and who was arrested, is supposed to have been a tool in the hands of the thief or set of thieves who have been operating in New York. Theil was discharged and although he gave a good description of the swindler who he said employed him, the man could not be located.

Edward Regensburg, of E. Regensburg & Sons sailed for Europe last Saturday on the Koenigin Luise. He will visit the extensive trade which this firm enjoys in England, Germany, Holland, Norway, Sweden, Italy and France. Although the trip is something of the nature of a pleasure trip, Mr. Regensburg being accompanied by his wife, the manufacturer will take comprehensive note of trade conditions in the various countries through which he will pass.

As a result of the request made by J. S. Gans & Co., a receiver has been appointed for the Excelsior Consumer's Cigar Co. which recently did business at 126 Broad street, this city.

The Metropolitan Tobacco Co. and the Brooklyn Tobacco Co. have made application to have the Broberg Snuff and Tobacco Co., of Brooklyn, declared an involuntary bankrupt. The petition is made in an effort to secure the liquidation of an account amounting to $5,000.

On next Monday, a week from today, the marriage will take place of Irvin Studwell, manager of Surbrug's Broadway store and Miss Elsie Clayton, of Brooklyn. Mr. Studwell is receiving congratulations from his numerous friends.

Petition in bankruptcy has been granted by Judge Holt in the U. S. District Court of Max Lichtenberg and Edmund L. Lichtenberg former leaf dealers at 176 Water street this city, and who did business as I. Lichtenberg Sons.

At last Friday's Sumatra inscription H. Duys Co. purchased 144 bales A D C | Deli; 53 bales B M | Langkat; 35 bales H D | Langkat; 28 bales J H M | Deli-C; 125 bales Sumatra Plant My. The latter lot was purchased out of hand on Tuesday last.

Trade-Mark Register.

SEASIDE 14,767

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 14, 1905, at 11 a m, by L F Williams, Camden, N J

SEASIDE CIGAR 14,768

For cigars Registered April 14, 1905, at 11 a m, by L F Williams, Camden, N J

BLEND D'ORO 14,769

For cigars and cigarettes Registered April 17, 1905, at 9 a m, by Wm C Steele, West Chester, Pa

LILTOCO 14,770

For cigars Registered April 17, 1905, at 2 p m, by F B Trout, Lancaster, Pa

DUKE STREET 14,771

For cigars Registered April 17, 1905, at 2 p m, by F B Trout, Lancaster, Pa

N. QUEEN STREET 14,772

For cigars Registered April 17, 1905, at 2 p m, by F B Trout, Lancaster, Pa

ORANGE STREET 14,773

For cigars Registered April 17, 1905, at 2 p m, by F B Trout, Lancaster, Pa

ACORN BLUNTS 14,774

For cigars Registered April 18, 1905, at 10 a m, by A D Engel, Philadelphia

THE COUNTY CHAIRMAN. 14,775

For cigars, cigarettes, cheroots, stogies and tobacco Registered April 18, 1905, at 10 a m, by E E Kahler, Reading, Pa

RESERVED SEAT 14,776

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 18, 1905, at 10 a m, by E E Kahler, Reading, Pa

REJECTIONS.

Yours Truly, Lucky Stars, Paul Jones, Widow Jones, Star of Liberty, Roxo, Lion Brand, Splendid.

CORRECTION.

"Chas Brenden," 14,746, registered March 20, 1905, for cigars, by Adam Baker, Windsor, should have been Chas Bradley

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 98

COLSON C. HAMILTON, formerly of [illegible], Hamilton & Co.
JAMES M. CONGALTON, FRANK P WISEBURN, LOUIS BUESA,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Established 1840. Cable "Rengil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ERNEST SMITH

CHARLES BOLLSTATTER,
Manufacturer of
∴∴Fine Cigars∴∴
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1844
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

A Quick Seller—

Quo Vadis 5¢ Cigar

We sell lots of them, and so will you, if you'll only give them a trial.

There is no better nickel cigar made than our "Quo Vadis"—every one is a fragrant, pure and satisfying smoke.

It's the kind of cigars your customers will call for again, and even the most fastidious men enjoy their fine aroma.

Besides the big, fat **Diplomaticos,** which we told you about already, we also make a more slender shape, a real handsome **Concha Especial.** Both are of the same good quality and of the same reliable workmanship—strictly hand made.

We'll be pleased to send you a sample box of one or both sizes, and to tell you about our **Special Introductory Offer.**

You may return the samples at our expense if not satisfactory, or we allow you their cost from your first order for a thousand "Quo Vadis"—thus you'll not risk anything either way. Write us today—we want your trade.

Alfred Eyer & Co., Cigar Mfrs., Allentown, Pa.

G. H. SACHS
Manufacturer of
Best Grade Seed and Havana Hand-Made CIGARS
245 NORTH CONCORD ST.,
Lancaster, Pa.

Are you looking for a Good
PITTSBURG STOGIE?
"Jolly Fellows"
Hand Made IS THE NAME. Long Filler
MADE BY **Samuel Smith & Son,**
112-14-16 East Jefferson Street,
Special Prices to Jobbers
Mention Tobacco World
Allegheny, Pa.

TOBACCOS THAT SELL.
"DARK HORSE"—The fruit flavored scrap chewing.
"SILVER MOON"—The best granulated smoking for either pipe or cigarette. The smoke for the man who knows.
"BLACK THREADS"—The finest heavy long cut smoking manufactured.
"SUN TIME"—A long cut smoking that always gives satisfaction.
"RED SETTER"—The natural leaf scrap smoking.
"SCOUT" and "OLE VIRGINY"—Good grades of granulated smoking.
UNION MADE
UNIVERSAL COUPONS packed in each package for the consumer. Also FIVE UNIVERSAL COUPONS in each carton of "DARK HORSE," "SILVER MOON," and "BLACK THREADS," for the retailer.
Write us for samples and prices.
THE GEM CITY TOBACCO CO., DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.
DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

The JOHNS-BRASH CIGAR CO.
Manufacturers of the Celebrated
"UNCLE DAN"
Absolutely
Hand-Made
LONDRES AND PERFECTO SHAPES
Main Office:
Lancaster, Pa.
EDW. M. BRASH,
Sec'y & Treas.

AMERICAN TOBACCO CO., QUERIED.

Cincinnati Bank Wants to Know What is Doing.

Cincinnati, O., April 17.

A demand has been made on the officers of the Merchants' National Bank by Tax Inquistors Morganthaler and Arnold for a complete report of the amount of money which the American Tobacco Co. and subsidiary interests had on deposit in their bank on April 1 of this year and the year preceding.

Under the power of Tax Inquisitor this is made compulsory on request with the provision that a failure to comply empowers the fnvuisitor to summon the officials before him in person to give the information.

The order is the outcome of a disagreement between the Board of Supervisors and the American Tobacco Company over the valuation of the trust's local plants, known here as branches of the American Cigar Company.

A few years ago the American Cigar Company operated three cigar factories in this city and turned out triple the number of cigars and stogies turned out at the present time.

A little more than a year ago two of the plants were closed down and all the product intended for consumption within the radius of the Cincinnati market was ordered turned out of the remaining plant.

The two abandoned plants were partially dismantled, and it is because of this condition of affairs that a dispute has arisen which has been carried on for the last six months, and which resulted in the determination of the tax inquisitors to go deeper into the dispute and levy an additional tax upon assets held in bank.

The supervisors fixed the levy for the present year upon the company's plant at a valuation about equal to that of the past years.

Agents for the combine protested, claiming that the board was unjust in its valuation, for the reason that the two plants which were idle and partly dismantled were not worth anything like what they would be if they were in operation.

The amount involved in the dispute will reach thousands of dollars.

BUHRMAN.

HAAS & MAIER TOBACCO CO. WILL BE DISSOLVED.

A meeting of stockholders of the Haas & Maier Tobacco Co., of Cincinnati, O., will be held at the offices of Kramer & Kramer, in the Union Trust building, April 24, to dissolve that corporation. The company is capitalized at $25,000. Moritz Haas is president. The corporation is owned by Haas Bros., cigar manufacturers and they now do all their business under that name and have no further use for the other corporation.

PORTUGUESE TOBACCO MONOPOLY.

The Portuguese government has signed with a tobacco company and a number of foreign bankers a contract extending the tobacco monopoly till 1926 and raising a loan of $70,000,000 in 4 per cent bonds with the same guarantees as the 4½ per cent bonds of 1891 and 1896, which will be liquidated.

W. R. DAUGHERTY & BRO.
Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

NATIONAL CIGAR CO.
. . . . OFFICE . . . .
Heed Building, 1215 Filbert St., Philada.
DISTRIBUTORS FOR
GEO. L. STORM & CO., New York
EL NACIONAL CIGAR CO., Tampa, Clear Havana Cigars
MAKERS OF
CLAYTON'S CHAMPION
Bell Telephone: 44-67A Filbert. GEO. E. CLAYTON, Manager.

Established 1881 Incorporated 1902

—THE—

TOBACCO WORLD

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PHILADELPHIA, APRIL 19, 1905

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

THE RETAILER MUST BE TAXED.

We desire to call attention to the letters which are appearing in this paper from cigar and tobacco dealers, urging that a tax be imposed on the retailer, as the only method by which he can successfully compete with the horde of pirates who are stealing his business from him in fragments.

Those who are writing these letters know what they want to say. It is a matter that is as vital as can be to them and one which has occasioned a tremendous amount of hard thinking. A cigar store is no longer a gilt-edged proposition. For those dealers who are not in a position to count on a high class box trade, it is a very dubious proposition.

In one sense, manufacturers cannot be blamed for getting their goods into as many stands as are likely to sell them. In another sense they are to be blamed, for an error of policy if nothing worse. It will be a poor game in the long run, for as consumption does not increase in the same proportion as the number of "accommodation" cigar cases in barber shops, etc., the manufacturers' and jobbers' accounts become smaller and more numerous, customers last only three months, a month, a fortnight, until the formers' books becomes a mess.

Those humanitarians who put in a dozen boxes of cigars just to accommodate their regular customers, are careful to include no brand that is not fairly certain of a ready sale. And the average consumer would as lief buy a well known brand in a restaurant as in a cigar store proper, because he has no doubt that he is getting what he asks for.

The remedy lies with the retailer alone. Other branches of the trade have shown that they could unite for their common good, with effective results, and the retailer must do the same. It is deplorable that the tendency heretofore has been the other way. Retailers haven't pulled together for a cent, and there has too frequently been an unneighborly atmosphere of hostility.

The Cigar and Tobacco Dealers' Associations have a long way toward bettering these conditions, but the members of these unfortunately do not embrace a majority of the dealers. A great many of those dealers who have not joined have remained away because they would rather go it alone, and not much help can be expected from them in a united movement for the purpose of securing the tax.

It is not necessary at this time to present any more arguments in favor of such a tax. Those dealers who are already for it—and their number is legion—do not have to be convinced, and those who do not see the utility of it, can best be won by the arguments which are being advanced in these columns by those who are speaking from bitter experience.

Frankly, we are unable to perceive any disadvantages which could result from the tax; we are unable to imagine any. We should like to hear both sides of the matter discussed and ask everybody who has an opinion, to express it. Then we will talk about the best way of taking action.

THE BENEFITS OF ORGANIZATION.

The Retail Cigar and Tobacco Dealers' Association of Philadelphia is inaugurating a movement which should be encouraged by every cigarist in the city. The plans of the association are for the purpose of enlarging and invigorating itself, and resultantly every one of its members.

The organization has suffered more or less ever since its inception, from lack of interest on the part of many Philadelphia retailers, and this considered, the Tobacco Exposition successfully held in December, reflects all the greater credit on its conductors.

The association has now moved into more attractive quarters, has provided for more interesting meetings, and has made an appeal to local dealers, who are non-members, to come inside the fold and work for the common cause.

A circular letter has been sent to every dealer asking him to become a member of the association and urging him to enter a contest which has been started to secure the best ideas as to the most practical method of bettering the organization. Desirable prizes are offered, the contest to end May 15.

There should be good returns from this plan, especially when it is considered that every effort made is a self helping one. Particularly with conditions in the retail trade as they are now, it is up to every member of it to extend a helping hand.

ANTI CIGARETTE LAW IS BORN TO DIE.

Governor LaFollette has signed the Wisconsin anti-cigarette bill, and cigarettes and their constituents are now contraband. Thus the work of reforming the world by removing its habits goes merrily on.

If these laws in Wisconsin, Indiana, or wherever they may come into existence become an acknowledged success, we will be willing to admit that the Millenium is at hand. But they will not be a success and never could be, unless inaugurated on a desert island or in some other locality where there is not sufficient cigarette smoking to be objectionable to anybody.

The constitution was not written on rubber, and under it a man will always have some liberty. He was meant to have a great deal. And until the testimony that the cigarette is an active poison becomes more reducible to concrete evidence, such laws as this will fall because of inability to support their own weight.

The American Tobacco Co. is in the best position to have the anti-cigarette law relegated to the legislative boneyard, because it is no stranger to the courts and is best prepared for battle. It costs money to prove a thing or disprove it by law, but the American Tobacco Co. long ago learned to class its legal bills as so much regular expense.

It is understood that dealers in the two Western States have been advised by the company to continue the sale of cigarettes, and, in fact, to court arrest, in order that a test case may be made. The company, of course, will back the dealer, and the result is not hard to predict.

TOBACCO has always been given credit for stimulating romance, but in most cases it has been reflective romance, such, for instance, as the dreams of the past which the old bachelor spells from out the smoke clouds which circle his pipe.

We now have the news of a more active part which the plant has played in bringing together affinities. Three girls employed in one of the large tobacco factories of York, Pa., became wistful and enclosed amatory notes in shipments.

As the worst of luck must work itself out, the notes were opened by men who some time since had been careless enough to select mates.

THE TAXATION OF THE DEALER FOR HIS OWN SALVATION.

Philadelphia, April 17, 1905.

Editor Tobacco World:

I am certainly glad somebody is agitating the retailer's tax business. I have thought about it, and thought about it and thought about it, and realized how little, mere thinking did towards any result.

I am positive that the only solution of this problem is in a tax for us. It is a sure fact that something must be done very quickly to protect our branch of the trade, and after considering the expedients I can select nothing better than the tax proposition.

I have a regular trade consisting of men who buy all their boxes of cigars from me. They would not think of going anywhere else. At the same time, these men frequently, through the day want a cigar, and if they are able to find their desired brand in a restaurant, drug store, or lunch cafe, think nothing of getting it. They buy it where it is most convenient. What can I do against that, when there is no limitation to the number of people who can provide a cigar to any one who has the price?

The box trade is all right, and a very important item in a retailer's books, but the single sales of the cigar or a quarter's worth of cigars always serves to turn the books in the right direction. If we can't count on this drop-in trade, we can't count on making a living.

Every trade should have some measure of protection, if only to preserve the trade, and unless the retail end of the cigar business is protected in some way—and the only way I can see is by a tax—we are doomed.

Keep up the good work

ONE WHO COURTS A TAX.

ANOTHER FROM THE JOURNAL.

The following is another extract from the Chicago Journal, quite as mushy as the rest:

The tobacco trade's retail stores at Minneapolis and St. Paul are being boycotted by the smokers of the Twin Cities. Men are said to be ashamed to be seen entering a trust store, and the result is that the monopoly will soon give up its retail business in those cities. Were it not for the large number of strangers in the downtown districts every day, who, unknowingly patronize the tobacco trust's retail stores in this city it would have given up the retail business here long ago, said the head of the publicity department of the Independent Dealers' Association.

A list of the locations of trust retail stores can be had at the independent dealers' headquarters for the benefit of strangers who would not patronize such stores in their own cities. Chicago consumers who have been sufficiently educated as to the locations of trust stores seldom, if ever, patronize them. They know that the goods displayed in their show windows marked down to impossible prices for a good article are injurious to their health.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

Philadelphia Tobacco Trade.

The United States Civil Service Commission has announced an examination to be held May 17 in the Post Office Building in Philadelphia to secure eligibles to fill a vacancy in the position of examiner of tobacco in the Custom House at Philadelphia. The position will pay $1,400 per annum. The principal portion of the examination will consist of practical tests in the examination of leaf tobacco, cigars and cigarettes.

Leaf Dealers' Jottings.

The most important happening of the week was the dinner at Kugler's on Monday night given by the Philadelphia Leaf Tobacco Board of Trade. The meeting was primarily to elect delegates, but was also conceived with the purpose of cementing the leaf trade in Philadelphia into something like a compact, single-minded organization.

The entire trade had been invited and a very appetizing repast was prepared for the guests. This was as follows:

Celery, Olives, Bluepoints
Snapper Soup
Plank Shad—ala maitre d'Hotel
Chicken Croquettes with Peas
Fillet of Beef, Mushrooms
Lettuce and Tomato Salad
Ice Cream, Cake
Coffee, (Cigars).

After the consumption of this, Felix Eckerson, master of ceremonies, told the purpose of the meeting, namely, to cultivate good fellowship and brotherly love among the members of the tobacco trade.

John R. Young, President of the Board, followed with a very concise talk along the line of co operation and the more vital questions at issue relative to tariff and reciprocity, and urged the members of the board to lay aside all petty affairs and stand unitedly for the common good of the trade, in order to impress upon the Government the legitimacy of such claims as are needed, and the oneness of the trade members.

Mr. Young expressed great satisfaction at the good work heretofore done by the Philadelphia trade, and hoped they would always lead in every honorable move to bring about better conditions.

The following matters were discussed and acted on:

To reconsider the action of last meeting as to the election of delegates to the National Convention, and such delegates paying their own expenses.

It was moved, seconded and carried to have the old way of the chair appointing the delegates in regular order, and for the association to bear all expenses. The following were then appointed.

Delegates:—John W. Wartman, L. P. Kimmig, Saml. Grabosky, Geo. Burghard, Julius Vetterlein.

Alternates:—Chas. Hipple, H. E. Stevenson, L. Kruppenbach, W. E. Dotts, Henry Hirschberg.

It was also moved and seconded to instruct the delegates to nominate A. Bijur as his own successor as President of the National Association and to work for his re-election, as a reward for faithful services rendered.

A resolution presented by M. Rosenberg to demand the abolition of the "dock weight" system, was unanimously adopted.

It was also decided that this board go on record as being unalterably opposed to any reduction on Phillipine cigars and tobacco.

Juluis Vetterlein, a veteran leaf dealer moved and was supported by E. A. Calves, to advocate a lower uniform duty on imported cigar leaf—consistent with the Government and the best interests of its people.

Mr. Vetterlein has labored for fifteen years to have such a matter properly presented, and earnestly hopes for its enactment.

Among those who were present were: J. S. Batroff, G. H. Boesch, G. W. Bremer, Jr., Harry W. Bremer, George Burghard, L. Bythiner, E. A. Calves, W. H. Dohan, F. Eckerson, J. W. Eckerson, Saml. Graboskey, Ben. L. Graboskey, Carl L. Haussermann, L. G. Haussermann, Fred. Hipple, Chas. Hipple, Harry Hirschberg, L. P. Kimmig, Irvin Labe, John B. Creagh, Harry

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars

FLORIDA!!

SUMATRA WRAPPERS

We Handle Exclusively. Believe we can fill your requirements and save you money if you will permit us to do so. Call or write and be convinced. Those who look ahead are buying

NOW.

Florida Tobacco Co.

No. 131 Maiden Lane, New York Telephone "5276 John"

Plantations { Georgia and Florida

Packing Houses { Quincy, Florida.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut loaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

Nathan, Morris Rosenberg, M. Rosenstein, H. E. Stevenson, Saml. and Hyman Velenchik, Julius Vetterlein, Harry Vetterlein, Ellis P. Russell, John W. Wartman, S. Weinberg, John R. Young, Wm. H. G. Hannis, I. Weinberg, John P. Kolb, Ismar S. Ellison.

At last Friday's inscription at Amsterdam, Benjamin Labe, of B. Labe & Sons, secured 200 bales of choice tobacco. Mr. Labe is a shrewd buyer and had waited thus far until the scramble was over.

The leaf market dragged along in a languid way last week and no transactions of moment can be reported. If the dealers had not had men on the road they would have been probably at a loss to fill in the time. Practically all the business was done from the roads the actual buyer, filling in a fine at the prices. The manufacturers long ago learned that there was no way to avoid paying the piper and should have stocked up. On the contrary the majority of them have waited on the vain hope that there would be an easing of prices that would last. The only possible movement is the stiffening, and those who have waited will suffer.

With Manufacturers and Jobbers.

The manufacturers were not cheering this week. While every one had some stir, the orders to work on, there was nothing like the full-end of orders which should take place this time of the year.

Whether this is the result of a belated Easter or belated spring is not clear, but there is some potent element that makes a very distinct difference.

The road men are sending in orders, but they are slow and the drummer's report a languid consideration. This, however, is purely temporary and cannot last longer than a week or two. Every probability is that next week's report will be much more favorable.

The new firm of Henry Heymann's Sons, 614 Betz Building, is about ready to receive customers. This firm starts with the advantage of having a father who had paved the way. Joseph C. Heymann is at the head of the firm, and his brother, Roy A., is an able assistant. The factory is at Marietta, Pa.

Bayuk Bros., of Third street, have the unique distinction of having started a brand which they were unable to keep up with. B. B. Blunts have made such a hit that the firm which gets them out is unable to keep anywhere near orders. The cigar sells for 5 cents and beats the money.

George E. Clayton, manager in this territory of the National Cigar Company has been active in this market lately. Mr. Clayton was formerly with Roig & Langsdorf and was later the Philadelphia representative for George L. Storm & Co. He is there with the goods, and the company that keeps him is lucky.

A. F. Goldsmith, of the brokerage firm of A. F. Orera y Ca., has purchased the interest of A. Popper and will carry on the business alone in the Heed Building, 1217 Filbert street.

S. Strauss, who travels through their eastern territory for Charles R. Goldsmith & Co., leaf dealers of New York, was in this market during the week, visiting his trade.

Here and There With the Retailers

For some reason the retail trade was not up to specifications this week and there were several complaints. Why this should be, is impossible to state. March and April have been switched around, but there is enough of spring in the air to bring in the business. There certainly was a lull during the week, however, and retailers raised a kick.

It is hoped that after Easter, consumers will be more ready with their money and slightly recovered from spring outfits, will be able to recoupe on their

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Established 1891. Factory No. 3765.

JOHN ZUDRELL

Manufacturer of

High Grade **Cigars** 5 and 10 Cts.

Genuine Union Made.

Ephrata, Pa.

Goods Sold Direct to JOBBERS and DEALERS.

Michael Hose · A. F. Brillhart.

Dallas Cigar Co.

Manufacturers of **CIGARS** & Dealers in

LEAF TOBACCO,

Dallastown, Penna.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

WALTER S. BARE,

Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,

Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones *LANCASTER, PA.*

B. F. GOOD & CO.

PACKERS and DEALERS IN **Leaf Tobaccos**
142 N. Market Street,
LANCASTER, PA.

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market

1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco

241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.

PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,

Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,

Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER

Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

Scrap Filler, Ready for the Cigar
Clean, Dark and Good Quality

In manufacturing our Scrap we use nothing but old, ripe, well sweated tobaccos which make exceptionally desirable Scrap for any grade of Short Filler Cigars.

Prices ranging from 6 to 15 cents per pound

HAVANA SCRAP

in any quantity, at 30 cents per pound

We have a complete line of **GEORGIA WRAPPERS** put up in bales, Sumatra style, prices from **25c.** to **$1.00** per pound.

WALTER B. HOSTETTER & CO.

26 South George Street, York, Pa.

Correspondence Invited.

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finances. The end of the Lenten season cuts lots of ice with the retail dealers, and there is no use disputing it.

Business is very good now at F. V. Eshleman's Archon Cigar Palace at Sixteenth and Arch streets. The manager, Fred. A. Fowler, is a hustler and is responsible for a series of very catchy window displays.

SPECIAL NOTICE
(12½ cents per 8-point measured line.)

CIGAR FACTORY
Building Complete,
FOR RENT
in good section of
First District of Pennsylvania
Capacity of **25 Experienced Cigarmakers,** and **35** hands **available,** including foreman. For further particulars Address,
FACTORY, Box 112,
Care of The Tobacco World, Phila. 1-25ca

WANTED.—A PARTNER WITH capital, to associate with a Clear Havana Cigar Factory, established at Key West, Fla. Person running the factory is a man of large experience in the cigar manufacturing business, and requires more capital to enlarge his business. Responsible parties may apply with references, (which I shall also furnish) by letter to V. JORDAN, P. O. Box 107, Key West, Florida. 3-29f

EXPERIENCED MAN IN EVERY department of cigar manufacturing is open to position as Superintendent or Foreman in first-class factory. Best of reference. Address, FOREMAN, Box 100, care of Tobacco World, Philadelphia. tf

WILL BUY FOR CASH—TOBACCO Tags, Cigar Bands, etc., redeemable by Florodora Tag Co. Address, TAGS, Box 101, care of Tobacco World, Phila. tf

READING BUSINESS GOOD.

All Manufacturers Have Orders and Some are Rushed.

Reading, Pa., April 17.

Reading manufacturers generally are experiencing a good business, and some, at least, are actually rushed.

The Fleck Cigar Co. has been uninterruptedly busy all of the present year, with a full force of cigarmakers constantly at work. Dan Fleck, of this firm, has done some good work on the road this spring, particularly in western Pennsylvania, while the coast region trade is being looked after by Chas. Fleck, the founder of the house.

J. G. Spatz, of J. G. Spatz & Co., has just returned from a short trip to nearby jobbers, and is now actively preparing for one of his usual extended trips through the West. Their business this year so far indicates a larger volume than ever before.

J. G. Hansen is pushing his All Points 5 cent cigar with much energy, and is backing up the goods with considerable good live advertising.

E. E. Kahler has been on a business visit to his jobbing trade in the middle west, including such points as Chicago, Cincinnati, etc. He is expected home this week.

The Industrial Cigar Co. is about as active as ever, and is concentrating all efforts on its old established brands, including the W. J. Florence and Black Oak, both of which are meeting with increasing favor.

The N. & N. Cigar Co. continues to bend every energy upon its Jerry Mur-

---

GEO. W. PARR,

Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"
It's Full of Havana. That's Enough for 5 Cents.
Correspondence Invited. Samples on Application.

KEYSTONE CHEMICAL CO.

MANUFACTURERS OF

Cigar and Tobacco Flavor, Sweetener, Etc.

HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

JAMES ADAIR

Successor to

ADAIR & REIFF

Packer of and Dealer in

DOMESTIC LEAF TOBACCO

Office and Warehouses:

YORK, PENNA.

We Carry a Large Stock of

Pennsylvania Broad Leaf,
Zimmer Spanish,
Little Dutch
and
Gebhart.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market Street, Lancaster, Pa.

THE TASTE TELLS **QUATILITY** 5¢ CIGAR Yes! it is Different

THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.; THE UNITED NEWS CO. PHILA. Genl. Distrib's.

phy brand of nickel goods, which is having a good sale both locally and in other cigar centres.

The Mount Penn Cigar Co. was recently formed here in perpetuation of the Penn Cigar Co., which had been heretofore conducted by Brintzenhoff & Fry. These gentlemen are the principals in the newly formed corporation. They will continue along their old lines.

The Keystone Tobacco Co. has gone out of business, selling its brands and nearly all of its paraphernalia, etc., to George Green, proprietor of the Reading Tobacco Works, who is now the largest tobacco manufacturer in this section.

Charles M. Yetter, of Mohnsville, has commenced the erection of a new cigar factory building at Edison, a short distance by trolley from Reading.

S. H. Mentzer, cigar manufacturer, formerly located at Ephrata, has removed his factory to Mohnsville.

The Eclipse Sign Co., manufacturers of advertising signs, etc., has removed its factory to Cherry and Carpenter streets, formerly occupied by the Keystone Tobacco Co.

John T. Taylor, formerly in the tobacco manufacturing business in this city, is now traveling for Shively, Miller & Co., of Pottstown.

MORE CONSUMPTION IN TEXAS.

Internal Revenue Records Show Material Increase in Tobacco.

Austin, Tex., April 16.

According to the records of the internal revenue collector's department there has been a material increase in the consumption of tobacco in the Third district of Texas of the internal revenue department for one year.

A large percentage of this tobacco has been raised in Texas and much of the weed which was imported has been made into the manufactured article in Texas.

The records of the office from January 1 to Dec. 31, 1904, show there has been 169,000 pounds of tobacco used in the Third district, which embraces one half of the State, in the manufacture of cigars. From this tobacco there was manufactured 9,109,855 cigars, and the tax was $27,329.56.

During the same period 855 pounds of tobacco was made into 525,790 cigarettes.

MATCH-IT CHEROOTS

Five for 10 Cents.

Sumatra wrapped, and altogether the Best Cheroot on the Market,

FLOR DE MANCHESTER

5-Cent Cigars

and

MANCHESTER STOGIES

all made by the

MANCHESTER CIGAR MANUFACTURING CO.,

of

Baltimore, Md.

F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.

J. B. Milleysack

Manufacturer of

Fine Havana Hand-Made CIGARS

615, 617 and 619 Lake St.

Lancaster, Pa.

A. D. KILLHEFFER

Maker of

High Grade CIGARS

All Fine Workmanship.

Goods Sold Direct to Jobbers and Dealers. Communicate with the Factory. We Can Save You Money.

No Salesmen Employed.

MILLERSVILLE, PA.

GEO. STEUERNAGLE,

Manufacturer of

THE CELEBRATED

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

5143 Penn Ave., Pittsburg, Pa.

JAMES ADAIR,

Successor to ADAIR & REIFF.

Packer of and Dealer in

Domestic Leaf Tobacco

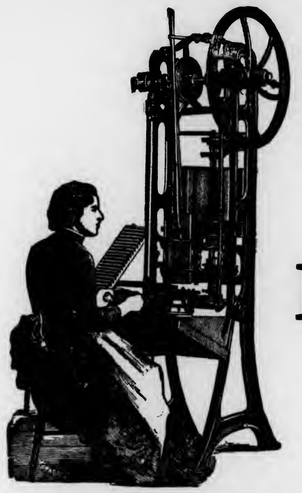
Office and Warehouses, YORK, PA.

We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

Wedeles Brothers,

Florida Sumatra

182 E. Lake St. CHICAGO, ILL.



The PROGRESS
SHORT FILLER
Bunching Machine
For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

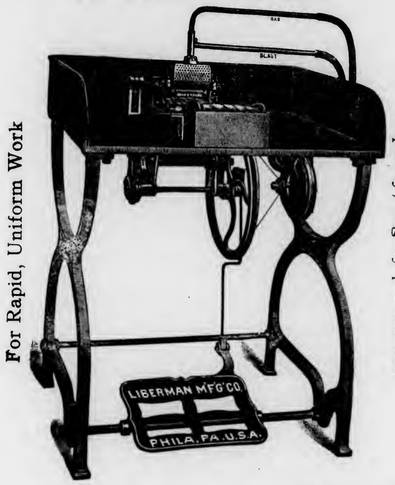
Manufactured by

N. H. BORGFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE



For Rapid, Uniform Work

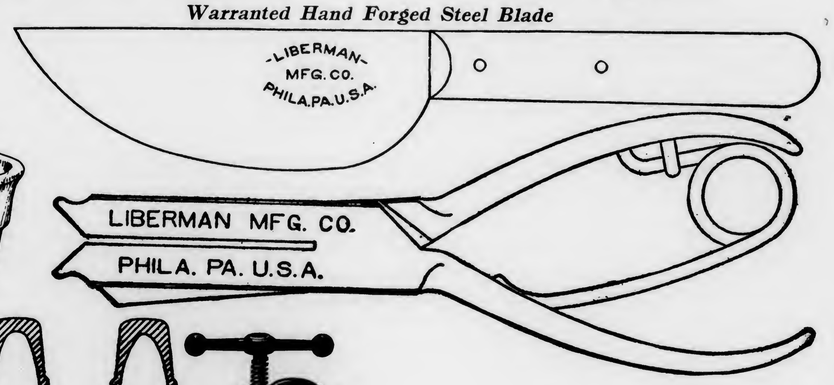
Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade



Manufactured by

Liberman Manufacturing Company
240--42 North Third Street, Philadelphia
New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

SCHUTTE & KOERTING CO.

PHILADELPHIA, U. S. A.

Twelfth and Thompson Streets.

SCHUTTE--KOERTING MOIST VENTILATOR,

used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time, without deterioration. The principal advantages are:

1. **Low cost and simplicity.**
2. **Cost of maintenance is nothing, being operated by city water pressure.**
3. **Needs no attention.**
4. **No drip occurs; humidity uniform.**

Correspondence Solicited.

5c. THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR 5c.

Manufactured by

H. S. HARTMAN, Lancaster, Pa.

Samples Sent to Responsible Houses.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—*The* **Bear,** *The* **Cub, Essie,** and **Matthew Carey.**

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

There were also 68,076½ pounds of tobacco made into smoking tobacco.

This shows conclusively that the people of Texas are great tobacco consumers, as these figures only embrace one-half of the State. It is also a wonderful increase over the amount consumed in previous years.

NEW SCHEME TO GET PRICE ON BURLEY.

In Owen county, Ky., at a recent meeting of the tobacco growers a question was proposed whereby the Louisville Tobacco Warehouse Company offers to receive 50,000 hogsheads of Burley and advance seven cents per pound to the shippers. This tobacco is to be held by the warehouses till such time as the farmers want to sell, charging the legal rate of interest on this money so advanced. It is believed these 50,000 hogsheads stored away from the open markets, would effect better terms. A committee was appointed to confer with the other forty Burley counties.

Choice of the Market

10¢

5¢

Manufactured by

JOHN J. ESHELMAN

READING, PA.

Henry Heymann's Sons

Brands:

Nickel Goods,
CAMELA

Seed and Havana,
Henry Heymann
Julian Hawthorne

CIGAR MANUFACTURERS

Philadelphia Office
614 Betz Building

Factory—MARIETTA, Penna.

QUIET MARKET IN LANCASTER.

Everything is Pretty Well Cleaned Up, Even Damaged Crop.

Lancaster, Pa., April 17.

Lancaster had a quiet leaf market during the week, with only a regular routine business by the jobbing trade. Little of interest transpired with the packers. Buying, of course, is done, and everything is believed to have been pretty thoroughly cleaned up even that damaged by hail and frost, a large quantity of which has been bought up at prices ranging from 3 to 4c per pound.

In former years it was a matter of utter impossibility for farmers to realize anything on tobacco so damaged, but this year, in some instances, it has netted them a considerable sum.

The weather conditions during the week were somewhat favorable to the rapid preparation of seed beds, and already the talk of the trade is the probability of increased acreage this year, and the proportion of increase. It is regarded as reasonably sure that there will be at least 25 per cent more planting done than was the case last year, and should the season be a very favorable one the crops may amount to fully 50 per cent more than last year's strictly good commercial tobacco was.

Packing has progressed most satisfactorily so far, and quite a large number are pretty well through with the work. Others are pushing the work forward as rapidly as possible.

A. D. Killheffer, of Millersville, near here, is still advertising for more cigarmakers. He is well filled with orders.

Walter S. Bare, of Lititz, returned last week from a six week business trip in the interest of his cigar business. His trip covered the entire middle West, and Mr. Bare appears much pleased with the prospects as well as the way in which The Doctor, his leading brand of nickel cigars, is increasing in popular demand and consequent larger sales.

The M. Kinports Cigar Manufacturing Co., of Manheim, also reports a very satisfactory business on their La Flor de Kinports, 10c and the American Duchess 5 cent cigars. Business seems particularly good with them from western points.

R. E. Jacoby, of Rothsville, has had but a very short period of trade since New Year, and is working full forces, with good shipments to points in New England and Pacific Coast States. Principally the La Prima 10 cents, Las Reinitas 10 and 5 cents sizes, and New Queen and La Sultana in 5 cent goods.

During an interview with C. M. Cline, of C. M. Cline & Bro., at Terre Hill, I was told that 1904 was the biggest year in point of output that the firm had ever experienced, and not only that, but that the first three months of the present year have again broken the record indicating, he thought, that the year would eclipse even the splendidid results of last year.

S. S. Watts, of Terre Hill, is again pushing the cigar business with his well known old time energy, and is having a large volume of business. He is just placing on the market a new brand of goods of the nickel variety which will be known as the Felix Grundy and for

W. C. Jackson,

Manufacturer of

Fine Cigars

Factories No. 34 and No. 1596,

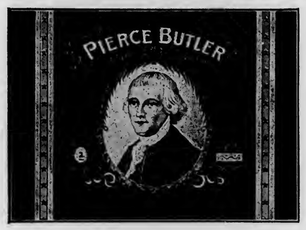
East Prospect,

Penna.

Correspondence with Wholesale Dealers and Jobbers Invited.

☞Telephone Connection.☜

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.



W. H. Snyder & Co.
Windsor, Pa.
Manufacturers of
Popular Brands of
Fine and Medium Priced
CIGARS
Correspondence Invited with the Wholesale & Jobbing Trade only

D. W. HUBLEY,
Thomasville, Pa.

Manufacturer of
High-Grade
Seed and Havana
CIGARS
Correspondence Invited from Responsible Houses.

F. B. SCHINDLER
Manufacturer of
Fine Domestic
Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

which a newly designed label has been adopted.

E. Reininger, who operates the largest union factory in that section, is having a good trade. His Cavalier a 10 cent product, is meeting with rapidly increasing success.

M. C. Killian, of Reamstown, also reports a good business on his old established brands, the Little Rebel and Mexi Flora.

J. G. Root, Reamstown, is again more than ordinarily busy.

The charter of the Lancaster Leaf Tobacco Board of Trade, has been filed and shows the incorporators to have been: J. Gust Zook, A. B. Hess, I. H. Weaver, Wm. DeHaven and M. H. Ranck. The capital is $10,000.

A charter has also been granted at Harrisburg to the Gleim Cigar Co., with a capital of $15,000. The incorporators were: Johns, William and Edgar S. Gleim, all of Lancaster.

Henry Heymann's Sons were incorporated at Harrisburg, some days ago, with a capital of $20,000, by Eli L. Nissley, of Florin, Pa.; A. Z, Sherk, Marietta, Pa.; J. C. and R. A. Heymann, both of Philadelphia. They will operate a factory at Marietta, but the sales headquarters will be at Philadelphia in the Betz Building.

CINCINNATI TRADE GOOD.

Things Are Doing in This Western City.

Cincinnati, O., April 17.

In quantity the offerings at Saturday's cigas leaf sales were the lightest of the year, the aggregate being but forty-two cases all of which were sold at one house. The quality, however, was the best in several months in Zimmers and Connecticut oinders and wrappers, the former ranging from 6½ to 15 cents and the latter from 7½ to 15 cents.

The quality of the Wisconsins being received in the local market for some time has been poor, stogie stock and "throw outs" of a very inferior class comprising the extent of the offerings. Saturday's realization ranged from $2 to $2 55 per 100 pounds. Three cases of Little Dutch sold from $3.50 to $6.80 and one case of seed leaf at $2.90.

Joseph Cantor has fitted up his new establishment at 139 East Fourth street with the latest fixtures. He is carrying a full line of cigars and reports a flourishing trade.

Edward Beck, the Chamber of Commerce cigarist, has installed new fixtures and an additional line of the latest brand of cigars.

Edward Louden, the broker, was in Louisville last Tuesday, buying dark tobacco. He said the market there is active and realizations are pleasing to shippers.

James Greene, Treasurer of the Bodmann Co., has returned from a swing through the white burley belt. The situation is all that could be desired he said, from both the shipper's and warehouseman's point of view.

Gassman & Verkamp, at present on Fountain Square, have signed a lease for store room in the German National Bank building at Fourth and Vine streets, in course of construction. An annual rental of $4,500 for five years will be paid with privilege of renewal. A number of dealers were after the location.

The building at the northeast corner of Sixth and Main streets has been leased by E. Metz, for twenty-six years on East Fourth street. He will conduct a retail store on the first floor and a factory upstairs.

A Davis' Sons & Co., 209 East Third street, have secured an option on a tract of land in Cuba, about one hundred miles from Havana, and if negotiations now pending with the owners in Spain go through, they will in a few months enter into an extensive plan for raising tobacco and the manufacturing of cigars in Cuba. Morris and Max Davis returned last Friday from a five weeks' trip through the interior of the Island. "Our scheme will be to supply the better class of trade all over the country," said Max Davis.

The burley leaf market was strong last week on heavy purchases by the American Tobacco Co., and the old story to the effect that prices were being put up by the combine to induce raisers to increase their acreage was revivified. No credence was placed in the story, as published by a local newspaper. Independent buyers are of the opinion that as this is between redrying seasons, the American Co. was laying in heavy supplies to tide them over.

BUHRMAN.

SELLING OUT ACCOUNT NEW LAW.

Indiana Dealers are Closing Out Cigarettes at Bargain Prices.

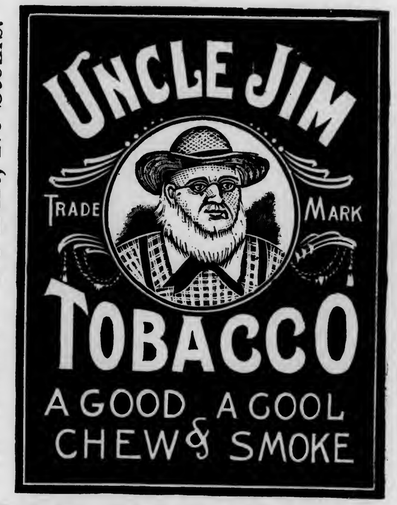
Indianapolis, Ind., April 17.

Indiana tobacco dealers that have incidentally handled cigarettes are now making preparations to dispose of the remainder of the stock they have on hand before the new anti-cigarette law becomes effective with the publication of the acts, some time this week. One Indianapolis dealer who has several stores in different parts of the city, has already made a cut price on some of his brands of cigarettes. He said those brands that were manufactured by the trust would not be reduced in price as the trust had agreed to take back any surplus stock that the dealers had on hand.

This same announcement was also made by one of the independent dealers, but all of the other independent dealers have refused to take back the stock that has been bought, and these brands are to be sold at reduced prices.

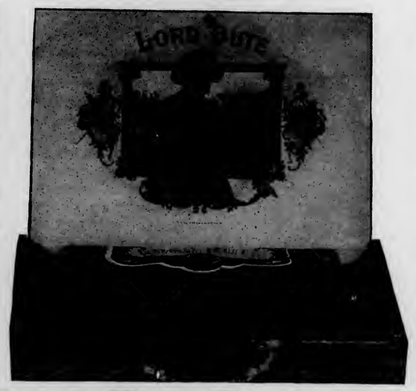
OUR TWO BIG SELLERS
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.
Sells on Its Merits.

None Genuine Without Signature.
Union-Made.
All Tobacco---No Dirt; No Stems.



Independent Factory.
THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

GEO. A. BUDDY,
Littlestown, Pa.
Manufacturer of



Strictly High-Grade Cigars
OUR LINE:
Lord Bute, The Buddy, Union Riders, Sweet Tips, Cuban Emulator, General Post, Pretty Nell.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

American Tobacco Company

Makers of the Famous

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Nat. Leaf Plug
J. T. Plug
Battle Ax Plug

They Please all Tastes

Always Uniform and Reliable

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

AMOS DUNKEL'S SAYINGS.

He Discovers the Tobacco Farm in the Susquehanna River and Also How Cigars Are Made So Cheaply In Some Sections of the State.

Hinkeltown uf dem pike,
dar 17tsd Obril, 1905.

Mister Editor:

Ich denk du glabst ich hob dich gons forgessa ovver ich hob net. Ich wahr do de letcht woch a mohl uf so a glany trip gawest dirch em lond nunner un no whara mier ewer so a grossa rafer kumma. Es hut mier eber gsawt es wara so grossa blets in dara rafer un dat data se duwak druf tsega. Ich hob des ding net recht glava kenna un so hob ich de mind uf gamocht os ich wet sel a mohl for mich selver aus finna un sana we de socha don aw wara. So bin ich yust a mohl hee ganga. Now kon ich der aw awar saga ich hob es aus gafunna, un es is ovver aw wohr. Es wahr varhoftich so an marickgwardich a grossa bauerei grawd in dara rafer gawest, un dat hen se duwak druf kot letcht yohr. Se saga mier es wahr aw a shaner krop gawest letcht yohr, ovver eb se dar duwak ob grickt hen is ar farfrora un no hut es nix geva drous os we misht, un dot broucha se net so fehl misht for des lond is so so fet os de socha sheer gawr tsu gross warra. Dar mon wu ols dot duwak tseght is gawis tsu dowera. Letcht free yohr a yohr is dar gons krop de rafer nunner gswempt un hot em nix galost, un no letcht yohr is dar gons krop farfrora un no wahr es widder nix. Es hot mich gawis sheer lade gadu, un ich denk es hot dem mon anich how aw a mohl sheer gawr des hame way gamocht for so feel unglick tsu hava. Ich bob net recht aus finna kenna ever se weder a mohl es brovera des yohr udder net.

Weil ich so tsimlich nekscht dot wahr, hob ich de mind aw uf gamocht os ich date a mohl gleicha dirsh dem Yirk Kounty tsu ga. So sin mier ob gstart un wara aw noch net irck wide gawest bis mier awar bagreislicha barga aw gadruffa hen awer mier sin niver gagroddled. Ever weil sin mier awer un so a gons glany schtodt kumma, un dat hot es fehl glany segar shops kot. No is es mehr yust ei gfalla os du mier a mohl qsawt husht os es wara so bletz in dem Yirk Kounty wo se so gons wolfel segar mocha data un no bin ich so a bissel wunner fitsich warra, so bin ich on etlicha bletz nei gangwa un hob se so a bissel aus froga wella, awer ich hob aus gfunna os se sheer gawr so gscheit wara os ich, un hen mier net fehl qsawt; ghaga es letcht aw hob ich awer doch so on older mahn aw gadruffa un dar hot a bissel aw gfunga tsuschwetza, un hot mier gsawt os a dahl leid in seina nochbarshoft data so in dem shpootyohr acha lava (oak leaves) tsumma shaffa un no won se so a bissel aus galasa whara data se som lava uf mahla mit dem duwak lava un won se so tsimlich gud rum gshoft hen date es en recht gud filler mocha for in de wolfla segar tsu do. Se hem mier gsawt os se data segars dat mocha so wolfel os 25 sent for a gons hunerd, un sell is yust tswa dawler un an holve for a gons dousand, un so ken mier denka os se so sheer anich ebes brovera missa for sel so tsu do.

Ich hob awer now noch so ordlich wide bis ich hame kum so os ich noch dar breef schicka kon os ich denk ich mus es lossa bis de neckst wock ferlicht for der wider tsu shriva.

Kum bol a mohl widder ruf.

AMOS DUNKEL.

WEATHER STILL GOOD IN BOSTON.

Trade is Healthy and All Good Brands Are Moving Well.

Boston, Mass., April 16.

Business is about the same, the weather continues to improve, the jobbers report business very good for this time of the year, plenty of salesmen have been flocking here and apparently leave town again well satisfied with the amount of business secured.

The Commonwealth Cigar Co. which made an assignment last week for the benefit of its creditor, has its store on Tremont Row open and is doing business under the receivership. The liabilities are said to be about $16,000. Most of their creditors are clear Havana cigar manufacturers. The Commonwealth Cigar Co. is the distributor here for the Preacher cigar from the factory of Louis Ash & Co., New York.

The sub-jobbers here have drawn up a petition which when signed by them will be forwarded to the American Tobacco Co. The petition in effect is a plea from the sub-jobbers for protection. It is urged that the cutting in prices should cease, and if this is not granted, the jobbers naturally will use their best efforts to push union and independent goods.

One of our largest American Tobacco Co. jobbers here to increase their business, have been selling to the retail trade and allowing them the 5 and 2 per cent which is just what these goods would cost the sub jobbers. With this going on, the sub-jobbers would soon be wiped out of business.

Chester A. Haines who for the past four years served as clerk in H. E. Lombard's cigar store on Court street, died suddenly on Wednesday evening after a days' illness with spotted fever. Chester will be very much missed by his host of friends.

Louis Jeselsohn who has been in the wholesale cigar and tobacco business for years at 213 Hanover street, will on or about June 1 move into larger quarters at 128 North street.

A representative of the Phœnix American Pipe Co., Washington, Mo., was here yesterday with an assortment of fancy corn cobs, etc.

H. King of the Monopole branch of the American Tobacco Co. is here sell-

HENRY GOTTSELIG & BRO.
No. 828 St. Joseph Street,
LANCASTER, PA.

Manufacturers of
High Grade
Union Made
Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 — **Marietta, Pa.** — Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar

Distributors Wanted Everywhere.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

W. H. RAAB & SONS.
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No. 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio.

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses--- West Milton, O.
Branch--- Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

ing high grade mixtures, Havanettes, Egyptian Deities, Cairo cigarettes, etc.

J. W. Higgins tobacconist at 219 Hanover street is attending store once more, having recovered from a serious illness.

M. Glickman, of Glickman & Sons, New York, was in town Friday showing samples of both imported and domestic cigarette tubes.

A handsome window display of Puritan little cigars, is in evidence this week at Leo Bieringers' store on Dock Square. Herman Levinne the general manager certainly does like to sell Leroy's and Puritans to his customers when they inquire for a package of good little cigars, knowing one package generally makes a steady customer on same.

Carl Berger with the Manhattan Briar Pipe Co., New York, is here once more at the American House. His firm certainly must have a large trade here judging from the frequent visits of Mr. Berger to the Hub.

M. Falk of the Falk Tobacco Co. passed a few days calling on some of his numerous friends here.

Henry Abbey operas retailing at 10 for 5 cents from the factory of I. Lewis & Co., Newark, N. J., have made their appearance in many of the jobbing houses.

Estabrook & Eaton have advertised this week in some of our local papers, that they have just received an importation of 93,500 cigars from Havana.

The new Sovereign cigarette with a Turkish mouth piece similar to the Tolstoi and retailing at 10 for 5 cents is being placed here.

Under date of April 1 the Khedivial Co., New York, has issued a circular stating the prices of Orient Cork Tip at $3.70 per M. Orient No. 1 Plain Tip $3.50 per M less 2 per cent freight prepaid. In 25,000 lots there is a rebate of 30 cents per M.

Mort. Frank, a leaf tobacco salesman from New York, is spending the week calling on cigar manufacturers here with a full assortment of leaf samples and is meeting with fair success.

The 50,000 union cigarmakers in the United States and Canada have recently voted on and adopted a proposition to number all Union Labels consecutively. The Union orders one million labels at a time, and when numbered the label secretaries will keep track of every label given out. In this manner the cigarmakers believe they can prevent the use of genuine labels upon non-union made cigars.

H. Robbins & Co. wholesale tobacconists are doing a very large business in the buying and selling of Floradora tags, bands and coupons. They are paying 40 cents per 100 each, and are receiving daily thousands of these coupous from all parts of the country. Mr. Robbins is doing plenty of advertising such as this:

OVERHEARD ON THE L.

MIKE—I sold 250 tobacco tags yesterday to H. Robbins & Co., for $1.00 and I had a great time.

PAT—And I sold them 250 tags last Christmas and I got a Genuine French Briar Pipe with Amber mouthpiece and a plug of tobacco, and I'm still enjoying it.

This concern shipped last week 100,000 coupons to a Cincinnati party who sent the money in advance.

Mr. Kahner, of L. Kahner & Co., New York, manufacturers of the Wedding Bouquet cigar is in town.

Feldman & Wile, leaf dealers here, have dissolved partnership.

Mr. Lippman, of Lippman Bros., New York, pipe manufacturers has been calling on the jobbing trade.

BEN ALI.

YORK COUNTY TRADE IS INCREASING

Leaf Salesmen Report a Noticeable Improvement Everywhere.

York, Pa., April 17.

The York county trade is once more showing signs of real and increasing activity. Visiting leaf tobacco salesmen whom I saw during the week all confirmed this view although not all of them met with anything like a burdensome amount of business.

Of course there were some exceptions in which some large orders were secured, but they were truly the exceptional ones. Yet the cigar manufacturers are now finding orders coming in much more regularly and for larger quantities of goods, and altogether the conditions are changing.

The announcement of the dissolution of the leaf firm of Adair & Reiff, of this city, which was first made public last week, in the columns of the Tobacco World, came as a complete surprise even to the local trade. The firm has been doing a prosperous business for several years, and a business that was constantly growing to larger proportions. It was rumored here that the dissolution came as a result of a disagreement between the two members of the old firm but these statements were emphatically denied by both gentlemen, and it was stated by Mr. Reiff that it was only because of a perceptible failing in his health that he was forced to retire from the strenuous activity to which he had been subjecting himself since establishing the business.

W. E. Gheen, of Jersey Shore, Pa., has recently been making frequent visits to the headquarters of the York Leaf Tobacco Company in which he is interested. This house is apparently making good progress under the management of A. M. Shepp.

R. M. Granat, of Gillen & Granat, made a flying trip to Philadelphia and New York during last week.

Warren Beck & Bro., have rejuvenated their business very materially since the recent trips of the senior members of the firm to different points where their goods are being distributed.

W. A. Lahr, of Red Lion, has rented from Chas. A. Rust the cigar factory on West High street, formerly occupied by Mr. Rust, and will have facilities for seating 50 hands.

Business is now improving steadily with J. F. Sechrist, at Holtz, and he finds the demand running much stronger on his higher grades of goods than ever before.

BURLINGTON JOBBER CHANGES ADDRESS.

J. H. Doyle, the well known cigar and tobacco jobber, formerly at Burlington, N. J., removed his business on April 12 to Trenton, N. J., and is now comfortably located at 156 South Broad street in New Jersey's capital city. Mr. Doyle gains increased facilities by the removal.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A. Use Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

NOTES HERE AND THERE.

Phillips Bros. Co., has opened a handsome cigar store in the Sibley building in Rochester, N. Y., and is attracting trade by the coupon plan. The county is also a manufacturing concern with a good line of brands.

C. B. Cheatham has let the contract for rebuilding his warehouse at Louisburg, N. C., which was destroyed by fire recently. The building will be of brick with metal roof, 60 x 150 feet and equipped with steam heat and automatic tobacco dryer.

A report from Hopkinsville, Ky., states that the Imperial Tobacco Co. has purchased a site in that city on which to erect a $100,000 factory.

Henry W. Overbreak, a tobacco dealer of St. Louis, Mo., has filed a voluntary petition in bankruptcy with liabilities of $7,335.98 and no assets.

HOW THE NEW CROPS ARE DOING.

Reports From the Tobacco States From the Weather-crop Bulletin.

Washington, D. C., April 14.

The latest weather-crop bulletin from the weather bureau issued by the Department of Agriculture in making a complete report on the various crops in all the States, includes the following regarding tobacco:

Maryland—Tobacco plants coming up in southern counties.

Virginia—Tobacco beds seeded.

North Carolina—Tobacco plants small.

South Carolina—Tobacco injured slightly by hail.

Kentucky—Tobacco beds promising plenty of good plants.

Ohio—Tobacco plants starting well.

MUST MAKE CIGARS ABOVE STREET LEVEL.

Milwaukee, Wis., April 14.

Judge Neelen had Gustav Willmes, a Twentieth avenue cigarmaker, brought before him the other day, charged with maintaining ts a cigar factory below the ground floor of the building in which he is located, which a violation of the statutes. The complainant was Deputy State Factory Inspector August Lehnhoff.

The latter testified that the defendant had been given notice that he was breaking the law but had paid no attention to the warning. Willmes said that he hadn't money enough to move his factory to a better place but had stopped working in the basement. Sentence was suspended.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

The farmers in this locality have as a general thing got their tobacco beds made. Some are reporting the appearance of the tiny plants in sight, but I think that certain of these may yet turn out weeds. It might about as well be so, for the nights are most too cold to raise good thrifty tobacco plants. Farmers have taken off their coats to try to produce another crop. They know that it will be needed as soon as it can be put in shape to be used. Necessity is the mother of inventions, and scarcity of good tobacco is father of a howl sent out by the manufacturers of cigars, for without plenty of tobacco they cannot hold the trade. At present they are asking of you in no uncertain language to raise another crop, and have it ready so that they can begin to work it in November if possible. That is one of the incentives that is pushing you to the making of tobacco beds, when the weather is several degrees below the point of freezing and the old frost still in the ground you have started, and now don't flag or turn back, but keep on with your work.

Our correspondents write:

Suffield, Ct.: "Myer & Mendlesohn of New York and J. Koffenburg & Sons of Boston have finished packing tobacco and have closed their Suffield warehouses. E. A. & W. F. Fuller will finish and probably close Monday. One of Suffield's tobacco growers has plants up and growing finely. But few have as yet put their seed into beds, as it is rather cold and the ground has not warmed up enough."

Wethersfield, Ct.. "Not much doing in the tobacco line; some have sprouted their seed, but I have heard of no beds

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
HIGH-GRADE
Domestic CIGARS
Hanover, Pa.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: GEO. F. NASH, JOHN SELDEN, GOV. THOS. HUTCHINSON, BEN DE BAR
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW
CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS
Correspondence with Wholesale and Jobbing Trade Invited.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make **SCRAP Filler, Ready for Use.**
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

E. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

being sown as yet. There will be about the same acreage as usual. The 1904 crop has been pretty much all sold."

Hatfield, Mass.: "Sowing tobacco beds and putting out onion sets now claim the attention of our farmers. Charles L. Warner has tobacco plants up from his sowing of March 28. The assorting shops are closed except the American Tobacco Company, at Mr. Roswell's buildings. —American Cultivator.

EDGERTON, WIS.

The work of gathering in the remnant of last season's tobacco crop is still going forward in many of the country districts, though the volume of trading is continually dropping off owing to the scarcity of unsold lots. The movement seems destined to continue so long as anything to trade in can be found in growers' hands, though the end of the buying season cannot be so far distant either. While many of recent transactions are of low grades on an export basis, the following show the trend of prices:

A. O. Rorge, 35cs at 8 and 3c asst
Aug. Walton, 18cs at 8 and 3c asst
B. Sandy, 4a at 8c asst
Hans Sperle, 20cs '03 at 6¼c
H. S. Aaker, 15cs '03 at 7c
Ole Vold, 5a at 4c bl
H. E. Nichols, 6a at 4½c bl.

Old leaf is receiving the usual attention and anything of a binder nature is in good demand. McIntosh Bros. report the sale of 164cs of '03, and some export has also found an outlet during the week.

About all the tobacco bought under contract has been delivered. A few of the packing houses are about through with the season's handling, the United Cigar Manufacturers having closed their warehouse in this market this week. Others have work in sight for some time yet. Seed beds are being sown quite generally and the white canvas coverings dot the fields of the growing sections.

Shipments were 572 cases—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 666 hhds; offerings on the breaks, 26 hhds; total sales, 45 hhds, nearly all old crop at steady prices.

The market at present is devoid of interest, the sales of old crop small, and the new crop not yet upon the market, except small offerings of wrappers, for which there are good demands from several quarters. The proportion of lugs in the new crop is found to be small, and they seem to have an upward tendency.

We have had some cool weather, but vegetation is fairly well advanced.

For old tobacco we quote:

Low Lugs	$3.50	to $3.75
Common Lugs	3.75	to 4.00
Medium Lugs	4.00	to 4.25
Good Lugs	4.25	to 4.75
Low Leaf	4.75	to 5.50
Common Leaf	5.75	to 6.75
Medium Leaf	7.00	to 8.00

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

A Southern Location
GOOD TOBACCO LAND and LOCATIONS for FACTORIES
THE SOUTH is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land & Industrial Agt., Southern Railway, Washington, D. C.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

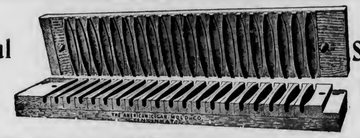
W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

Vertical Top  Solid and Durable
We Furnish BEST GRADE CIGAR MOLD.
Our Prices are the Lowest.
Sample Sections Free.
THE AMERICAN CIGAR MOLD CO.,
1935--1937 Western Avenue, Cincinnati, Ohio

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs — Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty — Metal Printed Labels

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only

Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

Business Changes, Fires, Etc.

California

Los Angeles—Fred W Eaton, cigars; attached, $500

Florida

Jacksonville—Dozier Bros, cigars and tobacco; Jacksonville Cigar Co. succeeds ——Huau & Lorraine, cigar mfrs; J A Huau dead——Robertson & Floyd, cigars; Jacksonville Cigar Co succeeds——Chas E Smith, cigars; Jacksonville Cigar Co succeeds——Walter C Privot, cigars, Jacksonville Cigar Co succeeds

Illinois

Chicago—William Juhl, cigars; bill of sale, $1

Homer—Chas F Core, cigars, etc; dead

Lagrange—J D Burch, cigars, etc; sold out

Peoria—Utella Cigar Factory; absorbed by Julius Frankel

Indiana

Fort Wayne—Wm H Starke, cigars, etc; receiver appointed

Wabash—Dorsey E Weesner, cigars; real estate mtge, $900

Iowa

Villisca—J P Underwood, cigar mfr; Myers & Robinson succeed——J P Underwood, cigar mfr, bill of sale, $1,950

Kentucky

Louisville—Jos Steinberg, cigars and tobacco; sold out

Maine

Camden—Knox Cigar Mfg Co (not inc) mfrs; closed

Madison—H A Soucie & Co, Henry A Soucie, individually, cigars, etc; chattel mtge, $300

Massachusetts

Boston—Commonwealth Cigar Co, assigned——M C Krickstein, cigars and tobacco; chattel mtge, $300

Chelsea—Abbie Spence, wife of Robert W, cigars, etc; files certificate, etc

Springfield—Schenck & Ellis, cigars, etc; chattel mtge, $800

Worcester—Jos Simard, cigars and tobacco; dead

Michigan

Detroit—William E Sewell, cigars, etc; bill of sale, $2,500

Missouri

Joplin—A A Kennedy & Co, cigars, etc; chattel mtge, $2,000, pool table purchase price

Nebraska

Omaha—Jos Rex, cigars, dead

New York

New York City—Broberg Snuff and Tobacco Co, petition in bankruptcy——Wm A Moore, cigars, etc; Wm A Moore Co succeeds

Ohio

Cincinnati—Charles W Rothkopf, cigar mfr, dead

Dayton—C & S Kramer, cigars, etc; chattel mtge, $190

Zanesville—Tony Elum, tobacco, etc, out of business

Oregon

Astoria—W J Hamlin, cigars, etc, dead

Pennsylvania

Ashland—Clifford Rich, tobacco and cigars; satisfied judgment, $918

Cresson—J B Gauntner, cigars, etc; judgment, $1,900

Reading—Eureka Leaf Tobacco Co, Morris Goldman satisfied real estate mortgage, $800

Schaefferstown—T T Zerbe & Bro, cigar mfrs; judgment, $600, against Thos T Zerbe, individually

Scranton—Short & Cummings, Peter J Cummings et al, cigar mfrs, real estate mtge, $14,000

South Dakota

Parker—G L Dibble, cigar mfr, closed

Utah

Ogden—J C Baker, cigars, etc, sold to A Macbeth

Washington

Spokane—L W Woodmansee, cigars, etc, real estate mtge, $2,000

Waitsburg—A S Dickinson, cigars, etc; sold to C A Jones

Wisconsin

Milwaukee—J P Brill & Co, cigars, etc; Sam Yatters succeeds

PATENTS RELATING to TOBACCO, Etc.

787,334 Combined match deliverer, lighter and cigar cutter; Peter La Belle, Anderson, Ind.

787,100 Machine for making up cigarette packages; Ygnacio Lazaga, Havana, Cuba.

786,979 Cigar rolling table and wrapper cutter; Isadore Liberman, deceased, B. Liberman and L. Gross, executors, Philadelphia, Pa.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS EMBOSSING

PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

OLDEST MANUFACTURERS OF
PEACH and PRUNE {ESSENCES
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS,
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars.
Guaranteed to be the Strongest and Best.
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK

Combination
SCRAP
--Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.
J. L. METZGER
Tobacco Co.
Dealers in LEAF TOBACCO
LANCASTER, PA.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
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le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
MANUFACTURERS
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

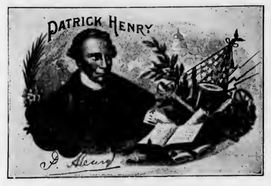
J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY



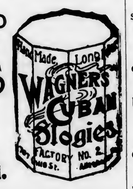
Five Cent Cigar

THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.



C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

Business Changes, Fires, Etc.

California

Los Angeles—Fred W Eaton, cigars; attached, $500

Florida

Jacksonville—Dozier Bros, cigars and tobacco; Jacksonville Cigar Co. succeeds ——Huau & Lorraine, cigar mfrs; J A Huau dead——Robertson & Floyd, cigars; Jacksonville Cigar Co succeeds——Chas E Smith, cigars; Jacksonville Cigar Co succeeds——Walter C Privot, cigars, Jacksonville Cigar Co succeeds

Illinois

Chicago—William Juhl, cigars; bill of sale, $1

Homer—Chas F Core, cigars, etc; dead

Lagrange—J D Burch, cigars, etc; sold out

Peoria—Utella Cigar Factory; absorbed by Julius Frankel

Indiana

Fort Wayne—Wm H Starke, cigars, etc; receiver appointed

Wabash—Dorsey E Weesner, cigars; real estate mtge, $900

Iowa

Villisca—J P Underwood, cigar mfr; Myers & Robinson succeed——J P Underwood, cigar mfr, bill of sale, $1,950

Kentucky

Louisville—Jos Steinberg, cigars and tobacco; sold out

Maine

Camden—Knox Cigar Mfg Co (not inc) mfrs; closed

Madison—H A Soucie & Co, Henry A Soucie, individually, cigars, etc; chattel mtge, $300

Massachusetts

Boston—Commonwealth Cigar Co, assigned——M C Krickstein, cigars and tobacco; chattel mtge, $300

Chelsea—Abbie Spence, wife of Robert W, cigars, etc; files certificate, etc

Springfield—Schenck & Ellis, cigars, etc; chattel mtge, $800

Worcester—Jos Simard, cigars and tobacco; dead

Michigan

Detroit—William E Sewell, cigars, etc; bill of sale, $2,500

Missouri

Joplin—A A Kennedy & Co, cigars, etc; chattel mtge, $2,000, pool table purchase price

Nebraska

Omaha—Jos Rex, cigars, dead

New York

New York City—Broberg Snuff and Tobacco Co, petition in bankruptcy——Wm A Moore, cigars, etc; Wm A Moore Co succeeds

Ohio

Cincinnati—Charles W Rothkopf, cigar mfr, dead

Dayton—C & S Kramer, cigars, etc; chattel mtge, $190

Zanesville—Tony Elum, tobacco, etc, out of business

Oregon

Astoria—W J Hamlin, cigars, etc, dead

Pennsylvania

Ashland—Clifford Rich, tobacco and cigars; satisfied judgment, $918

Cresson—J B Gauntner, cigars, etc; judgment, $1,900

Reading—Eureka Leaf Tobacco Co, Morris Goldman satisfied real estate mortgage, $800

Schaefferstown—T T Zerbe & Bro, cigar mfrs; judgment, $600, against Thos T Zerbe, individually

Scranton—Short & Cummings, Peter J Cummings et al, cigar mfrs, real estate mtge, $14,000

South Dakota

Parker—G L Dibble, cigar mfr, closed

Utah

Ogden—J C Baker, cigars, etc, sold to A Macbeth

Washington

Spokane—L W Woodmansee, cigars, etc, real estate mtge, $2,000

Waitsburg—A S Dickinson, cigars, etc; sold to C A Jones

Wisconsin

Milwaukee—J P Brill & Co, cigars, etc; Sam Yatters succeeds

PATENTS RELATING to TOBACCO, Etc.

787,334 Combined match deliverer, lighter and cigar cutter; Peter La Belle, Anderson, Ind.

787,100 Machine for making up cigarette packages; Ygnacio Lazaga, Havana, Cuba.

786,979 Cigar rolling table and wrapper cutter; Isadore Liberman, deceased, B. Liberman and L. Gross, executors, Philadelphia, Pa.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
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FOR SALE BY ALL DEALERS

VIRGINIA
PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ◇ HAVANA
IMPORTERS OF
123 N. THIRD ST.
PHILADELPHIA

HANDY
Cigar Box Opener

Made to work well—look well and last well. Slips into your vest pocket and takes up no more room than a flat latch key. Just the thing to tickle the trade with.

Is of best tool steel and finely nickeled—bright as a new silver dollar. Has a hardened edge that is sharp—handy to cut labels, edging and stamps—a feature the common kind don't have.

We stamp your ad clearly and deeply into each of them, so that wear can't remove it.

Don't this strike you as some thing extra good in the line of an everlasting advertisement, and a tool that would please the recipient?

They make a favorable impression on those who get them. They would help to sell more of your goods.

Why not let us fix up enough for you to give one to each of your customers? It's a splendid way to show your appreciation of their trade.

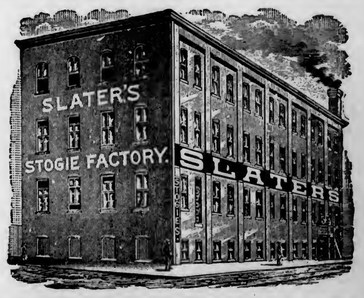
Write for prices—state quantity, and the ad wanted on.

National Selling Co.,
ALLENTOWN. PA., U. S. A.

Maybe not today or tomorrow, but some day soon

You'll need them quick! Note the address—
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER **STOGIES**
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



E. ROSENWALD & BRO.

THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXV., No. 17.

PHILADELPHIA and NEW YORK, APRIL 26, 1905.

ONE DOLLAR PER ANNUM
Single Copies, Five Cents

1903 Crop
FLORIDA SUMATRA WRAPPERS
All Grades and Sizes.
Light, Medium and Dark Colors.
Excellent Quality.
Lowest Prices.
Schroeder & Arguimbau
No. 178 Water Street
NEW YORK

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
THE TOBACCO WORLD

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GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

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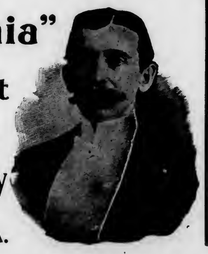
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors



Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

Channing Allen & Co
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836–A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
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FIVE-CENT CIGAR
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THE TOBACCO WORLD

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MATCH TRUST SUED BY THE STATE OF ALABAMA.

The Attorney General of the State of Alabama has brought suit against the Diamond Match Co. to recover $20,000 in penalties on a charge that the company has failed to comply with the corporation laws of the State before doing business there. It is believed that this is one of a number of suits which the Attorney General is preparing to bring against various corporations.

INDIANA NOW WRITHING IN ANTI-CIGARETTE THROES.

Observance by Dealers of Prohibitory Law is Fairly General, But the Cigarette Fiends are Still Fiending. One Consumer, Arrested, Disgustedly Leaves the State. Test Cases Will be Brought.

Indianapolis, Ind., April 21.

This week has shown that opinion is much divided in this State, as to the amount of importance that must be attached to the law which went into effect last Sunday forbidding the manufacture, sale or handling of cigarettes.

Those who wanted cigarettes have apparently smoked them all the week, but there were a few instances where men was actually arrested for smoking.

One was at New Albany, where an electrician named James McNerney was taken into custody because he was caught smoking. He was released in a little while because there did not seem to be anybody to try him, but was so utterly disgusted, that it is said he immediately resigned his job in order to leave such an impossible State.

Many Indianapolis dealers attempted to close out their stocks of cigarettes last week before the edict became operative, and there were a lot of bargains offered. Generally speaking, though, in this city the sale has been stopped, and those consumers who are still smoking them, either bought them last week, or got them secretly.

Judge Whalen, of the local police court, in an opinion on this point, decided that the law did not affect consumers, and that the clause which forbids the possession of cigarettes means dealers only. The large majority of consumers ridicule the idea that they can be forced by law to use tobacco only in certain forms, and evidently expect to continue smoking as long as they can get the materials.

In some cities and towns hardly any effort has been made by retailers to observe the law, while there are two towns which are practically not affected by it. These are Valparaiso and Evansville, in both of which heavy license fees were some time ago imposed by councils, and which had the effect of making the cigarette a rarity in a dealer's stock.

Lafayette dealers expect to raise a fund to make test cases, and it is believed they will be helped by the combine. The idea is to carry the matter to the Supreme Court, if it should become necessary.

The retailers in Logansport, or at least some of them, have agreed to take no notice of the new law until specific warning were served by the police. The police say they will enforce the law, even to the extent of arresting smokers on the street.

Cigarette smoking has not stopped any in South Bend, and there are some places where a package of cigarettes can be bought openly, in spite of the fact that the police have sent out a warning.

Laporte dealers made an attempt to close out their cigarettes by offering them in bargain lots, as did those in Hammond, and while a great many extra sales were made, there was some stock left, which in some cases was thrown out and in others was returned to the American Tobacco Co., on an arrangement which the company had granted. The Richmond dealers also tried the former method of squaring themselves against loss. One dealer in Fort Wayne, rather spectacularly, made a bonfire of his stock.

While the majority of dealers resent the attempt to take away their liberty, there are many who would welcome the abolishment of the cigarette as part of their stock in trade, if it were followed by a proportionate increase in the consumption of cigars and pipe tobacco. Some think that the little cigars are destined to displace the cigarette, as soon as cigarette users become accustomed to them The margin on cigarettes is so small, that dealers would rather sell almost anything else.

Nobody seems to take the law very seriously, except perhaps Representative Annanias Baker, however, and nobody believes that it will last any length of time.

KICK OVER NAVY TOBACCO.

Independent Manufacturers Say A. T. Co. Submitted Too Many Samples.

Washington, D. C., April 21.

Considerable anxiety is being manifested over the government contract for 150,000 pounds of tobacco to be furnished to the navy. Quite a number of independent manufacturers are competing this year, each one submitting samples, with prices, which are to be thoroughly tested and considered before any award is made.

Some of these manufacturers assert that the American Tobacco Company has succeeded in submitting eight samples through its various companies, and thus has an unfair chance of carrying off the contract.

The usual way by which a decision is arrived at is for the officers, jackies, and marines to chew and smoke the samples which are submitted, and by the process of elimination, come down to the most desirable. The ones which receive the popular vote, should they fulfill the chemical requirements laid down by the Department, and provided the price is not too high, will be selected for general use throughout the navy.

That being the case, it will be seen that the larger the number of samples of fair quality, the better the chances of those who submit them.

There is a provision which provides that if any bidder exceeds the four samples which he is required to submit, his bid may be rejected on that score. The independent manufacturers claim that the American Tobacco Co samples should be thrown out. It is understood that the Department is considering the matter.

FARMERS SELL SOON.

Manager Bohmer says Big Crop Will Keep Prices Down.

Lexington, Ky., April 22.

C. W. Bohmer, manager of the Burley Loose Tobacco Warehouse Company, of this city, has made the following statement as to the burley situation in his State:

"In December a year ago when I sent out thousands of circulars begging the farmers to hold their tobacco until the manufacturers could realize how short the 1903 crop was, I did so with a view of enabling the farmer to reap the benefit of the advance in prices which was sure to come. This advance did come the following May, but unfortunately only a few farmers had any tobacco left on hand, and only the speculators and those who had studied the situation reaped the benefit therefrom.

"When the 1904 crop began appearing upon the market manufacturers, who had been caught short of stock the previous year, began buying freely and notwithstanding the enormous rush of tobacco to market after the Burley Tobacco Growers' Association had announced their inability to finance their scheme, prices continued fairly firm, and the bulk of the farmers sold at approximately satisfactory values.

"All manufacturers using Burley tobacco have supplied themselves pretty liberally and are prepared to hold off the market if necessary for the next twelve months. Farmers encouraged by the prices realized this season are making preparations to put in an enormous big crop and there is but little probability that Burley tobacco will again show an advance in prices until another shortage in the crop occurs.

"The facts exist that preparations are being made to set out a big crop, and the farmers who are hanging up their tobacco with the expectations of getting an advance later on are speculating purely and simply on the chance that the big crop now about to be set out will not materialize. My advice to all farmers holding tobacco is to sell, and that as soon as possible."

WELL KNOWN WISCONSIN CIGAR MANUFACTURER DIES.

Herman W. Peek, for a number of years a prominent and widely known cigar manufacturer of Oshkosh, Wis., died in that city a few days ago after a lengthy illness. His disorder was mental and he died in a hospital where he was undergoing special treatment.

Mr. Peek was born in Germany 52 years ago and during his lifetime accumulated a large list of warm friends. He spent practically all his life in Oshkosh, and of late years manufactured the Athearn cigar, a well known brand. A widow, a daughter, and three sons survive him.

—Franz Retzlaff, a cigar manufacturer, for thirty five years a resident of Milwaukee, is dead, at the age of 71 years.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
—THE TOBACCO WORLD—

[redacted]

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GUMPERT BRO'S. Manufacturers
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PENT BROTHERS PHILADELPHIA

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EISENLOHR'S Cinco Philadelphia CIGARS

As Clean as the Food You Eat
Vesper CIGAR

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
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NAPOLEON 5¢
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The men arrested gave their names as John Kraft, Daniel McNamara, Adolph Emerson and John Smith. The first named was arrested at the Mayflower Hotel, and gave his pals away. The men operated boldly by forcing a door or breaking a window, and they succeeded in getting together a large amount of stuff which they would sell or pawn. They have had some narrow escapes, having been chased by policemen who detected them in the act of entering stores, but have always managed to get away up to this time.

MATCH TRUST SUED BY THE STATE OF ALABAMA.

The Attorney General of the State of Alabama has brought suit against the Diamond Match Co. to recover $20,000 in penalties on a charge that the company has failed to comply with the corporation laws of the State before doing business there. It is believed that this is one of a number of suits which the Attorney General is preparing to bring against various corporations.

INDIANA NOW WRITHING IN ANTI-CIGARETTE THROES.

Observance by Dealers of Prohibitory Law is Fairly General, But the Cigarette Fiends are Still Fiending. One Consumer, Arrested, Disgustedly Leaves the State. Test Cases Will be Brought.

Indianapolis, Ind., April 21.

This week has shown that opinion is much divided in this State, as to the amount of importance that must be attached to the law which went into effect last Sunday forbidding the manufacture, sale or handling of cigarettes.

Those who wanted cigarettes have apparently smoked them all the week, but there were a few instances where men was actually arrested for smoking.

One was at New Albany, where an electrician named James McNerney was taken into custody because he was caught smoking. He was released in a little while because there did not seem to be anybody to try him, but was so utterly disgusted, that it is said he immediately resigned his job in order to leave such an impossible State.

Many Indianapolis dealers attempted to close out their stocks of cigarettes last week before the edict became operative, and there were a lot of bargains offered. Generally speaking, though, in this city the sale has been stopped, and those consumers who are still smoking them, either bought them last week, or got them secretly.

Judge Whalen, of the local police court, in an opinion on this point, decided that the law did not affect consumers, and that the clause which forbids the possession of cigarettes means dealers only. The large majority of consumers ridicule the idea that they can be forced by law to use tobacco only in certain forms, and evidently expect to continue smoking as long as they can get the materials.

In some cities and towns hardly any effort has been made by retailers to observe the law, while there are two towns which are practically not affected by it. These are Valparaiso and Evansville, in both of which heavy license fees were some time ago imposed by councils, and which had the effect of making the cigarette a rarity in a dealer's stock.

Lafayette dealers expect to raise a fund to make test cases, and it is believed they will be helped by the combine. The idea is to carry the matter to the Supreme Court, if it should become necessary.

The retailers in Logansport, or at least some of them, have agreed to take no notice of the new law until specific warning were served by the police. The police say they will enforce the law, even to the extent of arresting smokers on the street.

Cigarette smoking has not stopped any in South Bend, and there are some places where a package of cigarettes can be bought openly, in spite of the fact that the police have sent out a warning.

Laporte dealers made an attempt to close out their cigarettes by offering them in bargain lots, as did those in Hammond, and while a great many extra sales were made, there was some stock left, which in some cases was thrown out and in others was returned to the American Tobacco Co., on an arrangement which the company had granted. The Richmond dealers also tried the former method of squaring themselves against loss. One dealer in Fort Wayne, rather spectacularly, made a bonfire of his stock.

While the majority of dealers resent the attempt to take away their liberty, there are many who would welcome the abolishment of the cigarette as part of their stock in trade, if it were followed by a proportionate increase in the consumption of cigars and pipe tobacco. Some think that the little cigars are destined to displace the cigarette, as soon as cigarette users become accustomed to them. The margin on cigarettes is so small, that dealers would rather sell almost anything else.

Nobody seems to take the law very seriously, except perhaps Representative Annanias Baker, however, and nobody believes that it will last any length of time.

KICK OVER NAVY TOBACCO.

Independent Manufacturers Say A. T. Co. Submitted Too Many Samples.

Washington, D. C., April 21.

Considerable anxiety is being manifested over the government contract for 150,000 pounds of tobacco to be furnished to the navy. Quite a number of independent manufacturers are competing this year, each one submitting samples, with prices, which are to be thoroughly tested and considered before any award is made.

Some of these manufacturers assert that the American Tobacco Company has succeeded in submitting eight samples through its various companies, and thus has an unfair chance of carrying off the contract.

The usual way by which a decision is arrived at is for the officers, jackies, and marines to chew and smoke the samples which are submitted, and by the process of elimination, come down to the most desirable. The ones which receive the popular vote, should they fulfill the chemical requirements laid down by the Department, and provided the price is not too high, will be selected for general use throughout the navy.

That being the case, it will be seen that the larger the number of samples of fair quality, the better the chances of those who submit them.

There is a provision which provides that if any bidder exceeds the four samples which he is required to submit, his bid may be rejected on that score. The independent manufacturers claim that the American Tobacco Co samples should be thrown out. It is understood that the Department is considering the matter.

FARMERS SELL SOON.

Manager Bohmer says Big Crop Will Keep Prices Down.

Lexington, Ky., April 22.

C. W. Bohmer, manager of the Burley Loose Tobacco Warehouse Company, of this city, has made the following statement as to the burley situation in his State:

"In December a year ago when I sent out thousands of circulars begging the farmers to hold their tobacco until the manufacturers could realize how short the 1903 crop was, I did so with a view of enabling the farmer to reap the benefit of the advance in prices which was sure to come. This advance did come the following May, but unfortunately only a few farmers had any tobacco left on hand, and only the speculators and those who had studied the situation reaped the benefit therefrom.

"When the 1904 crop began appearing upon the market manufacturers, who had been caught short of stock the previous year, began buying freely and notwithstanding the enormous rush of tobacco to market after the Burley Tobacco Growers' Association had announced their inability to finance their scheme, prices continued fairly firm, and the bulk of the farmers sold at approximately satisfactory values.

"All manufacturers using Burley tobacco have supplied themselves pretty liberally and are prepared to hold off the market if necessary for the next twelve months. Farmers encouraged by the prices realized this season are making preparations to put in an enormous big crop and there is but little probability that Burley tobacco will again show an advance in prices until another shortage in the crop occurs.

"The facts exist that preparations are being made to set out a big crop, and the farmers who are hanging up their tobacco with the expectations of getting an advance later on are speculating purely and simply on the chance that the big crop now about to be set out will not materialize. My advice to all farmers holding tobacco is to sell, and that as soon as possible."

WELL KNOWN WISCONSIN CIGAR MANUFACTURER DIES.

Herman W. Peek, for a number of years a prominent and widely known cigar manufacturer of Oshkosh, Wis., died in that city a few days ago after a lengthy illness. His disorder was mental and he died in a hospital where he was undergoing special treatment,

Mr. Peek was born in Germany 52 years ago and during his lifetime accumulated a large list of warm friends. He spent practically all his life in Oshkosh, and of late years manufactured the Athearn cigar, a well known brand. A widow, a daughter, and three sons survive him.

—Franz Retzlaff, a cigar manufacturer, for thirty five years a resident of Milwaukee, is dead, at the age of 71 years.

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. D & T SELECTED VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1865
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana
21 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.
Y & N

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
Title & Design Registered.
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

THE GROWTH OF THE MAIL ORDER BUSINESS.

Day by day the mail order business is increasing, and day by day the retailers' business is decreasing in exactly the same proportion. It is now impossible to pick up a magazine without seeing a new advertisement offering to send you various kinds of smoking for temptingly small sums.

"Save the Middleman's Profit" they cry, and the readers come on quick. A goodly proportion of the advertising is from firms of this order, and a large proportion of that proportion is done by the United Cigar Stores Company, which is spending enormous sums to keep its goods before the public.

The mail order people adopt different ways of attracting their fish, some of them baldly offering to sell cheaper than anyone else, others appealing to the smoker's aristocratic notions. Some of the Turkish, Russian and Egyptian cigarette people, for instance, are getting out the daintiest of literature, which offer Nicotian joys that would tempt a hermit.

Such firms as these take especial pains with the looks of their goods, and go strong on the made-to-order idea. Consequently they win all sorts of business from the man who has to make a good appearance on a small income, and who is able by patronizing these firms to open up a box of a hundred swell looking cigarettes, when he asks his friends around, while he remarks in an off-hand way, "I have them made for me by So-and-So, you know; it's a special blend." And he secretly feels like a regular clubman.

Of course you can buy many brands of cigarettes and cigars through the mail from an advertisement, that will be quite as fine as you could possibly get in any retail store for the same price. It may be possible in some cases to do better. But it must be remembered that in order for a mail order firm to do a sufficent amount of business for it to save money by large buying, etc., it must advertise throughout a wide territory.

They must place their advertisements in popular mediums, and the more popular medium, the higher the price. Advertising is one of the most expensive charges in a business man's accounts today, and it will be remembered that the mail order firm reaps its rewards in sums not exceeding an average of $5. so that in order to secure a large enough number of returns, the advertising has to be as nearly universal as the firm can afford.

The manufacturer gets his returns in big orders and by no means has to cover so complete a field. So when the mail order man talks about saving the middle man's profit, and being able to ship direct from the factory, almost at cost, he is telling the truth all right but doesn't say that the cost includes the cost of advertising. And maybe that doesn't make a little difference.

The mail order firm has an insuperable advantage, however, in the fact that the average man likes to buy by mail. It is just one of those little touches of human nature that make the consuming world kin. A man takes a certain delight in undoing the wrappings from something he has sent for from an advertisement.

Every boy will pour over cheap catalogues that offer a thousand and one things, from a marvelous trick to a mustache, for a dime "and six cents for postage," and he will send along his sixteen cents and then dream about it till the wonderful package shows up. A man, when he gets his box of cigarettes or cigars takes as much pleasure in opening it up, but of course does not allow himself to get so excited.

I have known lots of men who had money enough to buy whatever they needed without trying to save, who would pour over catalogues, and the advertising pages of magazines and then send off for the most absurd things such as they could not possibly have any use for, simply to experience that feeling of pleasurable expectation when they took the packages from the mail carrier.

And it is that feeling that helps the mail order business along and makes it the success that it is rapidly becoming. The fact that new ads are constantly appearing, and new concerns starting, proves that there is money in it, and a good deal of money. New schemes—and in point of tobacco this is practically a new scheme—aren't so extensively imitated unless they have proved prosperous. Naturally, the increase cannot

(Concluded on page 7)

Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

IF YOU WANT to be in HAVANA
Smoke
CAMELA
5c. Cigars
ADE BY
HENRY HEYMANN'S SONS
Factory: Marietta, Pa. Office: 614 BETZ BLDG., PHILA.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia.
Hollard's

F. V. ESHLEMAN,
1600 Arch Street, Philadelphia,
MAKER OF

HAVANA CIGARS
A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

THE REALM OF THE RETAILERS

EXECUTIVE SYSTEM OF THE UNITED CIGAR STORES COMPANY.

IN the article printed on this page a couple of weeks ago regarding the intricate system that has made the United Cigar's Company's chain of stores possible, as described in The Business Man's Magazine in an article by Mr. Phillips, the reader was shown how the system was gradually evolved, so that each store does business in practically the same manner as an independent dealer, but at the same time is so completely accountable to the New York office, that he has no chance to vary a cent in his accounts.

As said in the last article, this matter is interesting to the independent dealer, if only to show him what he is up against in regard to competition. The following matter selected from Mr. Phillips' article, gives an idea of just how closely the company keeps tabs on its men. In regard to keeping the stock up to the necessary quantity, Mr. Phillips says:

In the intervals between inventories of stock, it is inevitable that portions of the stock become so depleted that they must be renewed, sometimes immediately, but, ordinarily about twice a week. It is the chief business of the chief clerk to order from the local supply depot, by an emergency requisition and by a semi weekly order, whatever he may require for the renewal of his stock; and it is all debited to him at the retail selling price, as on the occasion of the initial inventory. He is empowered, also, to spend cash for minor items of expense incidental to the conduct of business, such as stationery and other small necessaries.

The chief clerk, being actually store manager and, at the same time, often head salesman, has a variety of responsibilities engrossing him during the day. He must not only supervise the condition of the stock, but he must direct the sales work of the other clerks, handle special customers himself, and particularly watch the work of the cashier or the operation of the cash register.

It is in the register, as an automatic recorder, that some of the greatest results in the saving of labor, the fixation of responsibility individually throughout the store, and the minimizing of purely clerical work, are attained. The special cash registers are equipped with attachments that register specifically sales of pipes and of boxes of cigars, as well as of the ordinary run of trade. Every cash register is provided with nine separate letters, to one of which every individual clerk is assigned, should the force of the store embrace that number of sales persons. The sales of every clerk, and the precise nature of every sale made by the clerk, are thus separately and individually registered, affording a record of the actual value of the clerk's services day by day.

At the closing hour, every day, the chief clerk prepares his daily reports which, as soon as completed, are forwarded to the New York office. He cuts off the tape from the cash register and marks, on the bottom of the tape, the date and the store number. The complete tape, necessarily without any change in pencil or in ink, affords the detailed record of the day's sales, specifying salesmen, articles sold, and prices at which sold.

Upon a form known as "The Daily Box Trade Report," he writes in ink, at the top, the letter to which every clerk is assigned; and as many daily box trade reports as there are clerks are made out in duplicate, the original copy going to the New York office while the duplicate remains as a stub, in the store's book of daily box trade reports and so becomes part of the store's own accounts. The quantity and the brands of all boxes of cigars sold are set forth, together with the box price and the retail price. The rebate appears in the discount column of the report. The chief clerk thus secures his rebate, the individual sales of box goods can be instantly checked off on the tape against the report, and the settling of the chief clerk's account with the company is immensely expedited.

Interior of the Flat Iron Store in New York of the United Cigar Stores Co.

A daily receipt report, with the form printed in red ink, devotes an entire, separate sheet simply to the total of the day's sales, with a blank space for any remarks the chief clerk may think advisable to make—remarks sometimes embodying useful suggestions and, again, amounting to nothing more than a comment upon the weather, which may serve as obvious explanation of a small volume of sales for that day. The individual memorandum is far from being superer-orgatory. It facilitates the quick accounting, in the home office, of the totals throughout the country; indeed, it gives the home office a daily record of total volume of business which can be footed up within five minutes.

A third report, known as the daily full report, is the chief clerk's record of the precise condition of his stock. He gives the quantity of every brand and article he ordered on that day from the local supply depot, with sizes and other differentiating details; and he specifies the retail prices and the retail values. That list, of goods received, constitutes the daily debit he places against himself; and it is, of course, similarly itemized by the management of the local supply depot. Under the head of "Credits," upon the same report, he allows himself the total of the rebates on the day's box trade, as apparent from the daily box trade report, and the total retail valuations of any goods he may have returned to the supply depot. He carries over from the previous day the total of that report, adds it to the net goods received during the day just closing, and gives the addition, which is the total debit against him up to the hour of making the daily full report. That particular report is made out in triplicate, one copy being retained by the chief clerk, while the original and a duplicate accompany the cash register tape, the daily box trade report and the daily receipt report, to the New York office. There the original goes to the auditor of the general expense account, while the duplicate goes to the bookkeeping department. Thus the company can tell almost instantly, the total amount of stock in all its various stores, down to the particular of one cent's worth of values.

Twice every week, the chief clerk makes out a semi weekly order, in duplicate. The original is retained by the supply depot on which it is drawn; the duplicate remains, for reference, with the chief clerk who gives the order.

Once every week—ordinarily on Saturday—a weekly expense report is made out in triplicate, the destinations of the three copies being the same as those of the triplicate daily full report and their utilizations being similar. The form itemizes in totals the cash on hand from the previous weekly expense report, the cash or check receipts which are furnished specifically for expense uses, and the disbursements during the week. After the balance has been struck, an itemized statement of the disbursements is presented by dates, recipients of payments, items of expense, and amount for every item, should the amount be as little as one cent.

Long as the description of the reports may appear to be, and numerous as arethe items they apparently cover, the universa testitimony of chief clerks is tha the actual work of preparing the reports daily occupies no more time than would be required for the careful reading of the explanatory portion of this article. After a few days of practice, the chief clerk does far less accounting than does the proprietor of the successful independent cigar store having an extensive and profitable trade; and he has a more complete, yet extremely simple record, not only of purchases and sales, but of the actual selling capacity of every individual employe. At the same time, the management of the whole huge system of stores is equipped with an accurate daily inventory of stock and a balance of accounts so perfect, so thorough, so minute, that within half an hour any new clerk assigned to the task can tell the name of the salesman who, six months previously and 1,500 miles away, sold a customer a package of Sweet Caporal cigarettes.

Meanwhile the periodical inventories by the special agents go everlastingly on, an infallible check upon the most astute and most conscienceless chief clerk who might elaborately plan peculation, for any appreciable falling off in daily cash receipts would be instantly remarked in New York while the total of small thieveries must cease within one month at longest.

CIGAR IS BEST BAROMETER.

COUNTRY people have a great contempt for those who cannot tell what the weather is going to be till they have looked at their expensive barometers, or seen the weather indications in the morning papers. They have so many simple ways of finding out what they wish to know about the weather, and are so accustomed to doing this, that they make the observations almost mechanically. Ask one of them how to do this, and he will give you a long list of simple weather guages.

For instance, if you are a smoker, look at your cigar tip. If it burns with a clear, red glow, the day will be fine, but if it has a charred end that refuses to burn brightly, take your umbrella. If a slipper creaks, it is sure to be fine; if it is silent it will be damp. In damp weather newspapers are easily torn, gloves contract and are difficult to put on, matches will not light easily, silk hats become dull, awning cords are tight, boot laces snap, and a score of inanimate things tell to the initiated that there is rain to come.

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

keep up indefinitely and make a living for everyone.

The mail order business hasn't made any sort of a hit with the retailers, and there is no reason why it should. Their business is being drained in a dozen or more different ways already, and the sale of cigars and cigarettes by mail is a direct and most alarming inroad on the retail end of the business.

The United Cigar Stores Company started its mail order agency in order to get hold of all consumers who are not in a position to take advantage of the company's stores. The company's policy has been to establish its branches only in the large cities, and that leaves a big gap, that the company evidently thinks it can fill.

As a matter of fact, people who live in the country and smaller towns are much more susceptible to such a proposition as this than the man who lives in the city, and who is tempted every day by the show windows and city advertising.

The thing grows apace, and it is hard to tell where it will end.

THE OLD SALESMAN.

The five great troubles of a merchant—the handling of cash sales, credit sales, money received on account, money paid out and money changed for customers—are taken care of by a National Cash Register. Let us explain our system to you.

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a_____store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

Name
Address
No. Clerks

Please Mention The Tobacco World

INDIANA LAW HELPS CINCINNATI.

Dealers Think Cigarette Prohibition Will Bring Much Business.

Cincinnati, O., April 22.

It is the opinion of a number of cigar and tobacco retailers of this city that the anti-cigarette law, which has been in force for a week now in Indiana, will work not a little benefit to the trade of this city. This is, of course, providing the law is really enforced.

The trade in this city is watching the situation with the greatest interest, and although Cincinnati jobbers did little business with the Indiana dealers, it is thought that there will be considerable importing of cigarettes across the State line from local jobbers and retailers.

Henry Straus, a local cigar dealer, thinks that the law will prove beneficial to Cincinnati. "There is practically no cigarette business in this city now," said Mr. Straus. "Although the cigarette may be made here, besides the cigar industry, the business is very insignificant.

"Men of means in Indiana who smoke fine cigarettes will certainly not stop on account of this silly law, and they will buy their cigarettes by the thousand and use them in their homes and their offices.

"They certainly will not be interfered with by the officials, and the only difference will be that they will be obliged to buy their cigarettes somewhere else. That is as likely as not to be in Cincinnati, and while, as I say, the cigarette business does not amount to a great deal at present, it will certainly grow to meet the demand.

"Aside from this point, what cigar business we now do in Indiana will be increased, owing to the decrease in the cigarette business. We will certainly get our share of this increased business."

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO.
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA MARKET AGAIN PICKED UP SOME.

Beside a Few More Northern Buyers, Local Manufacturers Are Buying Some Little Tobacco For Their Use. Prices Are Still Firm, With the Chance of an Upward Movement in Vegas.

[Special Correspondence of The Tobacco World.]

HAVANA, April 17, 1905.

Last week in the Havana market was more active again, as besides a few more buyers from the United States, the local manufacturers have stepped into the market and have taken a number of so-called factory vegas of Vuelta Abajo, as well as some colas, for their uses.

Prices rule firm and as there has been quite a buying movement in the Vuelta Abajo and Partido of the new crop at very high figures, the chances are that a further upward movement for all vegas of merit is more than likely. The weather, which in the beginning of last week was wet, with some very good showers every day, turned dry and hot towards the end, but since yesterday the rains have commenced again, so it really seems that the rainy season has opened for good this year.

The different escojidas in the country (Vuelta Abajo and Partido) are partly opening this week, and others will start in the first week of May, so during that month all the packings will be actively at work, which is fully one month earlier than usual. A few small lots of early grown and packed tobacco are already in town, and one Tampa manufacturer is said to have opened the campaign by securing the refusal of it.

The so-called "temprano" Vuelta Abajo leaf is favorably spoken of. Some people claim, however, that there may be a scarcity of fillers this year, as there has been no second cutting and the so-called capaduras will be missing. While the leaf may be large enough in size, it remains to be seen whether there will be the right colors and fineness of texture to use them as wrappers, or whether there may not be an abundance of "resagos" and coarse leaf unfit for wrappers but too large to be used as fillers, therefore neither flesh nor fish. In the month of June some appropriate judgment of the quality of the 1905 crop may be formed. That in quantity this year's crop will be smaller is now a foregone conclusion.

Packing in the Santa Clara province cannot begin before the end of May or beginning of June, as Remedios tobacco needs fully forty days of pilon, and only a small part is dry enough to be piled up now.

Sales

amounted to 3,62 bales in all, divided into 3,074 of Vuelta Abajo, 203 of Partido and 350 bales of Remedios. The buyers for the American market have taken 1,510, for Europe 400, and for South America and local consumption, 1,717 bales were taken out of the market.

Exports during the week ending April 15th were to the United States, 3,402 bales; Europe, 405; Buenos Ayres, 877; and Australia, 1 bale; total 4,685 bales.

Buyers Come and Go.

Arrivals: G. Mora, of Gonzalez, Mora & Co., Joaquin Lopez, of Arguelles, Lopez & Co., A. A. Martinez, of J. M. Martinez, Tampa; Charles B. Cameron, of the Waldorf Astoria Segar Co., D. Hevia, of D. Hevia, John Fielding, of Rothschild & Bro., New York; Henry Bernheim, of I. Bernheim & Sons, New York and Havana; Fred Davis, of Sam I. Davis & Co., New York and Tampa.

Departures: G. Mora, Joaquin Lopez, V. Bustillo, V. Guerra, Angel Cuesta, for Tampa; Arthur Hunter, for London; Charles B. Cameron, Charles Vogt, for New York; Manuel Cifuentes, for New York and Europe.

Havana Cigar Manufacturers

Business is described as dull in the majority of factories here, and while some have back orders to fill, new ones in sufficient quantities are not coming in to take their places. A very important decision has just been filed in the courts here as regards the brands of the Havana manufacturers.

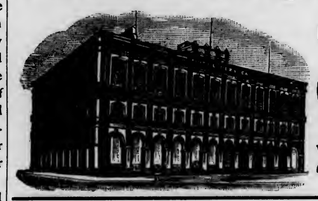
According to a royal decree of the Spanish Government it was required in 1884 to have all existing brands newly registered, and in 1885 this was revoked again. However, as hardly any of the existing factories had taken any notice of the decree, and one or two were notified by the government that it was not necessary to register the old brands in use for some years, nobody took any further steps in the matter.

However, one unscrupulous small manufacturer, who, with the aid of a commission house, thought he saw a chances to take advantage of the world-wide fame of the Flor de Tabacos de Partagas & Co. sold cigars under the brand of "Partagas & Co.", as he had a man named Juan Partagas in his employ, and believed that the registered rights of Flor de Tabacos de Partagas & Co. had ceased to exist.

The owners of the latter, Cifuentes, Fernandez & Co., have now successfully won their suit in the first court of law, and in addition, the Secretary of Agriculture (who has charge of all registrations

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA. CUBA.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA — FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Consulado 91, HAVANA.

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." **Habana.**

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 HABANA

JOAQUIN HEDESA

Successor to MARTINEZ, HEDESA & CO.

Packer and Exporter of Leaf Tobacco

83a Amistad St., Habana, Cuba.

Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, HAVANA

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONILEVA. ***Habana***

Bruno Diaz — R. Rodriguez

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO **HABANA, CUBA.**

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable CIFER. **Habana, Cuba.**

JOSÉ MENENDEZ,

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, **Habana, Cuba.**

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de

Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270.

Cable: ZALEZGON. **Habana.**

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS

P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO

GROWER, PACKER AND DEALER IN

Vuelta Abajo, Partido and Remedios

Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.

Dealers in Leaf Tobacco.

and COMMISSION MERCHANTS,

Monte 156, Cable—"CALDA." *HABANA, CUBA.*

Established 1834 — Independent Vuelta Abajo Factory

POR LARRAÑAGA

Trade Mark Registered

Por Larrañaga Cigar Manufactory

ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager

2 Belascoain (B), HAVANA, CUBA

Cable Address: Por Laranaga, Havana

Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma., and La Guipuzcoana.

and patents here in Cuba) denied the application for registering the brand of Partagas & Co., thus recognizing the prior rights of Flor de Tabacos de Partagas & Co., which has been used since 1856.

If the decision had been different all the well known brands such as H. Upmann, El Aguila de Oro, La Flor de Murias, Romeo y Julieta, Por Larranaga, Pedro Murias, La Carolina, Flor de P. A. Estanillo, and many others, would have been in danger of being falsified by unscrupulous manufacturers palming off inferior Partido cigars for high class Vuelta Abajo cigars.

H. Upmann & Co. shipped 552,000 cigars last week, but report business quiet.

Manuel Cifuentes, of Cifuentes, Fernandez & Co., left on Saturday by the steamer Mexico for New York and London, later on to take a trip around the world to visit the customers of Flor de Tabacos de Partagas & Co.

Por Larranaga, Sol, Ramon Allones and Cruz Roja, Crepusculo, Eden, La mas Fermosa are all working more or less regularly on old orders, while new ones are coming in more slowly.

Buying, Selling and Other Notes of Interest.

Leslie Pantin has had another good fortnight, as he purchased over 1,000 bales for his customers.

Sobrinos de A. Gonzalez sold 300 bales of Vuelta Abajo last week. They have commenced buying upon a large scale in the Vuelta and Partido sections, and will open their escojida in Bejucal this week. Among the famous vegas secured by them in the Vuelta Abajo are: the vega of Bencomo which will yield about 800 bales, and which is said to be one of the lightest and finest grown in the "tierra llana" section of the 1905 crop; furthermore the equally renowned vega Betancourt, of San Luis, of about 400 bales, and many more of San Luis, Ovas, Barbacoas, Rio Seco, etc. As the large clientele of this house only want the finest vegas of Vuelta Abajo, Don Antero Prieto y Gonzalez, and Don Antonio Quesada are always on the qui vive to fill this demand in time, and their buyers are all over the field picking out the choicest vegas grown.

John Fielding, in company with Don Sidney Rothschild, has made some good sized purchases of the old Vueta Abajo crop for Rothschild & Bro., of New York.

Rabell, Costa & Co. disposed of 257 bales of Vuelta Abajo to local factories.

Jose H. Cayro e Hijo purchased close to 300 bales of Vuela Abajo, and at once turned over 100 bales to his customers.

G. Salomon y Hnos. made sales of 250 bales of Vuelta Abajo and Remedios to local factories and their Northern customers.

Rodriguez, Bautista & Co., sold 250 bales of Vuelta Abajo and will start their several escojidas before long.

The Tampa Commission of cigar manufacturers is said to have collected from $10,000 to $11,000 here for the sanitarium for their cigarmakers, and left much pleased with the liberality shown.

Jose Menendez disposed 203 bales of Vuelta Abajo and Partido. He will open his several escojidas this week in La Salud, Caimito, and later on in Artemisa, Palacios and Las Ovas. Praviano, his partner, has bought two vegas of fame such as Mamey Grande and Mortimer Aguiar of Trancas, besides some in San Luis.

Jose F. Rocha turned over 200 bales of Vuelta Abajo. Don Jose is in the country buying heavily.

Muniz Hnos. & Co. closed out 200 bales of Remates, the balance of their old stock. Don Luis Muniz has just returned from San Diego de los Banos, and will open his Remates escojida on May 1.

Loeb Nunez Havana Co. sold 168 bales of Abajo and Remedios.

Garcia & Co., shipped 327 bales of leaf by the steamship Mexico.

Gonzalez, Benitez & Co. closed one transaction of 100 bales of Vuelta Abajo and Partido.

Joaquin Hedesa made some sales last week, and still holds some very fine lots of fillers, caperos and wrappers of the 1904 crop.

Suarez Hnos. will open their Puerto de Golpe Escojida this week, where they pack only their famous Rio Hondo tobacco, and in which section they own six large vegas.

Don Antonio Galzada has gone to the country to look over the situation.

Jorge & P. Castaneda will open their several packings in San Antonio de los Banos by the end of this month.

Manuel Garcia Pulido intends to start his escojidas in the Vuelta Abajo and Partido upon May 1.

The friends of Don Bruno Diaz will be sorry to learn of the death of his beloved wife, although the end did not come suddenly, as she had been in a dangerous state of health for two months. The funeral on Saturday last showed, by the large number of people present, in what high esteem Don Bruno is held here.

Receipts From the Country

	Week Ending April 15. Bales	Since Jan. 1. Bales
Vuelta Abajo	565	10,523
Semi Vuelta	4	821
Partido	192	2,061
Matanzas	1	9
S. Clara & Remedios	10	8,606
Santiago de Cuba	—	4,633
Total	772	26,653

J. F. ROCHA & CO. S. en C.

Manufacturers of the Celebrated Brands

"Crepusculo," "Nené" and "Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. **Calzada de la Reina 22, Habana, Cuba**

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." ***Habana, Cuba.***

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.

Leaf Tobacco Warehouse,

MONTE 199,

Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of **LEAF TOBACCO**

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 435, Tampa, Fla.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

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Distributors for the Celebrated

GOOD POINTS, HAPPY PHIL and JUAN BAZAN

Combination Filler CIGARS

Samples and Prices Cheerfully Furnished.

BLOCHINGER & CO.

Sole Owners and Manufacturers

The Smokers' Favorite Brands. RED LION, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

R. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

ESTABLISHED. CABLE ADDRESS "TACHUELA"

L. J. SCHOENER & Co.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HERZ."
Joseph Hirsch & Son
P. J. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, April 24, 1905.

Return of the warm weather brought out the consumers pretty well, but the retailers suffered to an almost balancing extent on account of Holy Week. Then, too, a good many people went away about the middle of the week for Easter, and that also had its effect.

This week the retailers expect to bring a perceptible improvement which will last until New Yorkers begin to hurry out of town at the end of every business day. When all the beaches and resorts which makes it so easy for everybody to get out of the city, open for the season, Broadway stores suffer, as during the hot season of the year the most part of the smoking is done in the evening.

This particularly is true in the financial district where as little of the day as possible is spent in town from the end of May until September. This slump extends pretty well up Broadway until the edge of the Tenderloin is reached, where there is a pretty good trade all year.

• • •

The manufacturers declare that they have lots of orders on hand at present and report the outlook very good. Judging by the good missionary work which is being done by many firms there should be considerable doing. Traveling salesmen who are returning from their various trips say that while they broke no records they got satisfactory returns.

The manufacturing end of the business has been rather uneven so far this year according to as reliable reports as can be obtained. Some houses complain that they have fallen considerably below the average for no reasonable cause that they can place. Other firms are undoubtedly very busy. Money is quite a little easier than it was and collections have been satisfactory.

• • •

The condition of the leaf market last week was about the same as has been recorded for two or three weeks, there being no great drive or any noticeable dullness. Manufacturers who were willing to pay the prices asked bought of the decreasing stocks on hand, and these were in sufficient quantity to constitute a good average demand.

Dealers are considerably puzzled as to what will happen when their warehouses are bare of all goods, as comparatively little can be looked for from the new crops. Prices will be out under the sky and quality for most part indifferent. Havana may come up all right, but will be high priced and the general schedule of prices will be such as to scare manufacturers stiff.

• • •

There is nothing of particular news interest to record this week, there having been few changes and no developments of importance in the trade.

The Sieber Cigar Manfacturing Co. maker of the Jules Verne cigar, one of the best known on the market, is preparing to occupy quarters which will be more commensurate with the company's present business. The new address will be 79 Chambers street where the firm will occupy a six story building. This company has been one of the very busy ones lately which fact necessitated the removal.

Another move into larger quarters will soon be made by Kahn, Zenn & Heine, of 300 Canal street, who are looking about for a suitable new location. The firm is badly crowded in its present building and is unable on that account, to fill all its orders. As soon as a desirable place is found a change will be made.

• • •

The argument which took place between local leaf dealers and the Ward line as to who should pay the expense of freight delivery while the steamship company is making repairs to its Manhattan piers and on that account setting down goods at its Brooklyn piers, has been settled. The discussion was ended by the company agreeing to provide teamsters to cart the goods from the Brooklyn piers at the same rate as obtained from those on the Manhattan side. This is in case the regular teamsters employed by the leaf dealers make extra charge.

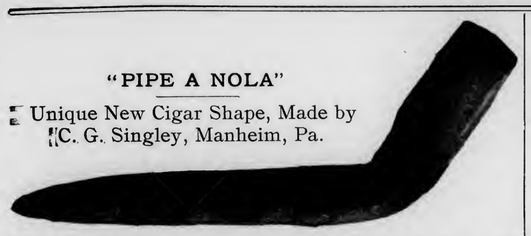
• • •

As was announced in last week's letter, the marriage of Maurice Robinson, of George L. Storm & Co., and Miss Rose Spiegel took place at Sherry's last Tuesday night, and the couple are about ready to start on an extended bridal tour through the West. The large number of handsome presents received testified to the popularity of the bride and groom. Adolph Levy, also employed by the Storm Company, acted as best man and Miss Jennie Spiegel, a sister of the bride, was maid of honor. There was a large attendance.

Charles S. Morris, of Charles S. Morris & Co., who has been bringing in the sheaves in the West will soon be at his desk again in New York. Mr. Morris has been out a long time this trip, but his continued absence was made necessary by the splendid business he was doing. Mr. Morris's many friends will be glad to welcome him back.

The Waldorf Astoria Segar Co. will open its new Fourteenth street store to the public before many days. This will be one of the handsomest stores which the company has conducted, and will be a formidable rival to all the other stands in its vicinity. The furnishing will be elaborate and substantial.

Louis Schramm, well known representative of Herz Bros. is on a European tour which will occupy a month or two,



"PIPE A NOLA"

Unique New Cigar Shape, Made by C. G. Singley, Manheim, Pa.

THE ABOVE CUT is a reproduction of a new-shaped cigar that is quite unique, and which can be manufactured satisfactorily only by the use of the newly-invented cigar shaper which has been patented by C. G. Singley, of Manheim, Pa., a cigar manufacturer of large experience, and who is recognized as one of the most expert cigarmakers of Pennsylvania.

These patent shapers are now offered to manufacturers, who, by a special arrangement which can be made with Mr. Singley, or with H. S. Wallick, of York, Pa., can secure not only a shaper with which to make cigars similar to the above, but many other sizes and shapes as well, and the right to use same for that purpose.

These gentlemen propose to make liberal terms with manufacturers who desire to use the invention and thus market a new product. They can be addressed as stated above, by those interested, who will at once be acquainted with full particulars.

and during which he will attend the remaining inscriptions in Holland. Mr. Schramm sailed on the Kaiser Wilhelm II.

The entainment which will be given by the Brooklyn branch of the Retail Cigar and Tobacco Dealers' Association has been arranged for next Thursday evening. The members of the New York association have been invited together with numerous other friends of the Brooklyn local. A very pleasant entertainment will be provided.

Paul F. Treft, who is in the cigar business at 222 South street has filed a petition in bankruptcy in which he states his liabilities as $3,407 with no assets. This sum is divided among several creditors.

Edward L. Patterson has been appointed receiver for Louis Todd, who was proprietor of the Hotel Vendome, and who a short time ago filled a petition in insolvency.

• • •

Leonard Cohn of A. Cohn & Co., and Kauffman Falk, of G. Falk & Bro. reached New York on the Deutschland last Thursday, direct from the Sumatra inscriptions. Both gentleman bore out previous reports as to the extremely high prices which have characterized this year's sales.

• • •

A new brand of domestic cigarette is seen on some of the counters about town. It is made of Virginia tobacco by the Ware-Kramer Tobacco Co., of Wilson, N. C., who call it the White Roll. The trade get it at $3.70 and the consumer at 5 cents for ten.

• • •

The Frisch Cigar Co. is trying the scheme which has proven successful elsewhere, and which was described in The Tobacco World three or four months ago, of returning at the end of the month, the face value of the purchases made on a certain day in the month, not previously known either to the dealers or their customers, but designated by a reliable outside party.

A card bearing the date and amount of purchase is given each customer, and there is no doubt that the arrangement acts as a great magnet. The scheme was choked off somewhere though, as a gambling scheme, and so dealers in certain sections who would have liked to try it had to abandon the idea. It is improbable, however, that any objection will be made in this city.

• • •

Judge Gildersleeve of the supreme court has appointed August R. Baur receiver of the assets of the firm of D. Muehlenthal & Co., retail dealers in cigars at No. 168 Lenox avenue in a suit brought by Anna Schatz, "the company," against David Muehlenthal for a dissolution of the partnership on account of disagreement.

• • •

Joseph Mendelsohn, of Mendelsohn, Bornemann & Co., left town on Saturday for an indirect trip to Havana. Mr. Mendelsohn has one or two cities to visit on the way.

WELL KNOWN TRENTON CIGARIST DIES.

The death is reported of Charles Slee, one of the well known cigar dealers of Trenton, N. J., who was only 53 years old but who had served under Admiral Farragat. He had been identified with Trenton retail tobacco circles for more than fifteen years during which time he built up a wide friendship both in and out of the trade. He was a member of several orders, and was fairly prominent politically.

—Milton J. Daboll and William E. Patte, comprising the cigar firm of Daboll & Patte, of Syracuse, N. Y., have filed a voluntary petition in bankruptcy. They conducted the cigar stands in the St. Cloud and Jefferson hotels. The total liabilities of the firm are $5,814.52 and the nominal assets are $5,742.18. Of the assets the worth property is scheduled at $4,000 and the stock of goods and fixtures comprises the rest of the assets. The failure of the firm will have no bearing, it is understood, on the four stores of Patte, Underwood & Daboll in New York.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 98

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P WISEBURN, LOUIS BUSSE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

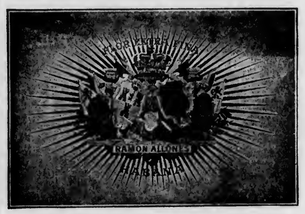
Established 1840. Cable "Nemgil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH ERNST SMITH NEW YORK

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

Rabell, Costa, Vales & Company



Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana

CIGARS

Factory, Galiano 98, Havana, Cuba.

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

G. H. SACHS
Manufacturer of
Best Grade Seed and Havana Hand-Made CIGARS
245 NORTH CONCORD ST.,
Lancaster, Pa.

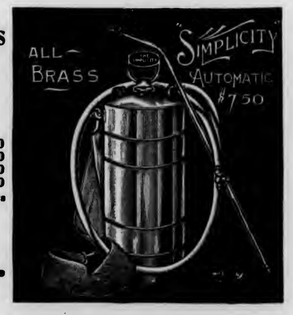
Are you looking for a Good
PITTSBURG STOGIE?
"Jolly Fellows"
Hand Made IS THE NAME. Long Filler
MADE BY **Samuel Smith & Son,**
112-14-16 East Jefferson Street,
Special Prices to Jobbers
Mention Tobacco World
Allegheny, Pa.

TOBACCOS THAT SELL.
"DARK HORSE"—The fruit flavored scrap chewing.
"SILVER MOON"—The best granulated smoking for either pipe or cigarette. The smoke for the man who knows.
"BLACK THREADS"—The finest heavy long cut smoking manufactured.
"SUN TIME"—A long cut smoking that always gives satisfaction.
"RED SETTER"—The natural leaf scrap smoking.
"SCOUT" and "OLE VIRGINY"—Good grades of granulated smoking.
UNION MADE
UNIVERSAL COUPONS packed in each package for the consumer. Also FIVE UNIVERSAL COUPONS in each carton of "DARK HORSE," "SILVER MOON," and "BLACK THREADS," for the retailer.
Write us for samples and prices.
THE GEM CITY TOBACCO CO., DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.
DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.



The JOHNS-BRASH CIGAR CO.
Manufacturers of the Celebrated
"UNCLE DAN"
Absolutely
Hand-Made
LONDRES AND PERFECTO SHAPES
Main Office:
Lancaster, Pa.
EDW. M. BRASH,
Sec'y & Treas.

CINCINNATI OEFERINGS DULL.

Government Investigators in the Market Getting Facts.

Cincinnati, O., April 25.

Offerings decreased to the lowest figures ever known at last week's cigar leaf sales, only 33 cases being shipped at one warehouse. Zimmer Spanish formed the greater portion, and these were unusually good in quality, nearly the entire lot of binders and wrappers selling from 6½ and 13c. Four cases of Wisconsins sold from $2.10 and $5.55.

A representative of the Department of Commerce and Labor, with letters from Secretary of War Taft, who is temporarily assuming President Roosevelt's duties, and United States Attorney General Moody, was in this city last week and conferred with Archibald Stuart, for the purpose of getting facts and figures to show the methods used by the combine to prevent the white burley growers from financiering their 1904 crop scheme. The agent left with the intention of seeing some of the men whom Stuart used as go-betweens in his New York negotiations.

Chas. Milhiser, of Richmond, Va., has brought suit in the United States Circuit Court here against John H. Lucke and Nora Freiberg, doing a cigar manufacturing business in this city under the firm name of Lucke & Co. for the alleged infringement of a trade mark. The usual injunction and accounting are sought.

Elias Boute, for six years, general manager of J. S. Hill & Co.'s seven retail stores has opened two stores in Toledo, O. Later he may start a business in this city.

Cigar men report that representives travelling in Ohio, Kentucky and Indiana are sending in healthy orders. Local cigar manufacturers believe that with the banishment of cigarettes in Indiana they will do an increased business with dealers in that State. Retail trade is, of course, not as good as it was before the slot machines were taken out, but the situation is hopeful.

The Cincinnati Presbytery, at its meeting last Wednesday, adopted a resolution deploring the use of tobacco by members of the church, elders and ministers. A spirited debate was held before the resolution was put through. A number of ministers selected for their topic "Sunday Tobacco," dwelling on its alleged disastrous effects. BUHRMAN.

UNITED COMPANY IN FORT WAYNE.

Cigar Dealers There Much Stirred Up Over Intrusion.

Fort Wayne, Ind., April 24.

An agent of the United Cigar Stores Company, the retail branch of the trust, came here last week and caused a heavy jump in rentals on certain desirable corners. The proprietor of the Aveline corner drug store, who has been in one place thirty-five years, was found unprotected by a lease, and the trust offered $40 increase a month for the room. The druggist met the increase.

Then the trust went diagonally across the street and offered $1,000 more a year for the building in which a men's furnishing store is conducted. The proprietor was forced to meet the offer or vacate.

Other holders of desirable corners are much disturbed. The Retail Merchants' Association has passed resolutions against this attempt to make inroads on the business of the local dealers.

W. R. DAUGHERTY & BRO.
Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

NATIONAL CIGAR CO.
. . . . OFFICE . . . .
Heed Building, 1215 Filbert St., Philada.
DISTRIBUTORS FOR
GEO. L. STORM & CO., New York
EL NACIONAL CIGAR CO., Tampa, Clear Havana Cigars
MAKERS OF
CLAYTON'S CHAMPION
Bell Telephone: 44-67A Filbert. GEO. E. CLAYTON, Manager.

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TOBACCO WORLD

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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

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PHILADELPHIA, APRIL 26, 1905

"OH LORD, WHAT FOOLS THESE MORTALS BE!"

There are a great many important newspapers in the United States whose editors ought to be thoroughly ashamed of themselves. Time was when every newspaper accepted its responsibility as a serious thing not to be juggled with whenever it became thus possible to bring in an extra dollar.

The attitude of the majority of the mustard colored dailies on the anti-cigarette agitation has been childishly illogical and femininely hysterical, and in no way worthy of a responsible publication.

The greater number of newspaper men smoke cigarettes, perhaps for the reason that the necessary irregularity of their movements induces a recourse to "short smokes." And the writer has seen numerous editorial and news writers engaged in the construction of anti cigarette and anti-rum articles and stories, who penned them with a package of cigarettes at easy hand, and who slipped out between paragraphs to get a drink. These men believed they were good enough to demand and accept large salaries.

This is stated, not as an indictment of newspaper workers, but simply to show that the writers of such articles are not necessarily sincere or convinced of what they say.

William R. Hearst's papers are leading in the present weak outburst against the cigarette, not because Mr. Hearst cares whether anyone smokes cigarettes or drinks poison, but because it is possible to build from it a sensation, such as it is. The "Crazed by Cigarettes" news story has long been a favorite in the Hearst offices and in most cases the motive is deliberately supplied at the copy desk.

The Chicago American has been gloating over the scarehead possibilities of the Indiana situation and has already printed columns of rot that has no foundation. One article in particular, dated Indianapolis, is illustrated by gruesome pictures showing various forms of horrible deaths, suicidal and other, disreputable characters suffering arrest, etc., etc., all supposed to represent cigarette tragedies that have happened since the new law went into effect.

Near the top in prominent boldface type is printed the following, as some of "the startling results" of enforcement of the law:

One man deprived of his cigarettes died.

Two men unable to secure cigarettes committed suicide.

One man born and reared in the State has forsaken it and moved to where he can get cigarettes.

Hundreds of men are secretly smuggling the material for making cigarettes into the State.

Thousands are smoking in secret at their homes.

Many are being arrested for selling, giving away or having in their possession cigarettes or the "makings."

The price of the forbidden articles has risen three hundred per cent.

Such methods as these should by any means be suppressed. They cannot affect those who are familiar with the subject, but such wantonly distorted facts serve to convince those merely inclined to be prejudiced against the cigarette in an impression which bears no relation whatever to the truth.

Why, one might suppose from some of these articles that the country was rapidly being strangled by an insane habit beside which the hasheesh and opium enslaved races appear as exponents of hygienic perfection.

In sharpest contrast to such frenzied monitors of the masses is the New York Times, admittedly one of the ablest and most substantial newspapers in the country. In the editorial columns of this journal appeared the following:

The enactment by the Legislature of Indiana of a law not merely making it a misdemeanor to sell cigarettes, but penalizing the having of them or of the paper used in rolling them in possession, is an example of the flagrant abuse of the police powers of a Commonwealth under the stimulus of ignorant and prejudiced monomaniacs. The cigarette is a roulette of tobacco incased in a shell of paper. Obviously the smoking of tobacco is not the offense penalized, since one may smoke it in a pipe, meerschaum or corncob, as he pleases, with impunity, if not with legislative approval. What remains is the paper. This is as nearly pure cellulose as can be manufactured. It gives in burning carbonic acid, pyroligneous acid and ash. The carbonic acid is harmless, and from a dozen packages of cigarettes one would get less of it than he would absorb in a glass of soda water. The pyroligneous acid is a product of the destructive distillation of all hydrocarbons, and less of it would be taken into the system as the result of a day's smoking of cigarettes than from a pipe. In either case it would be less in volume than a dentist would put into the cavity of an aching tooth. The ash remains behind and is not taken into the system in any way. Of the cigarette it may truthfully be said that the worst thing in it is the tobacco, and this is, as a rule, better and less sophisticated than that prepared for pipe smoking.

For the prejudice against the cigarette there is absolutely no intelligent basis. If one opposes the use of tobacco his position is perfectly intelligible and to a great extent defensible. If he tolerates it or approves it, but denounces cigarette smoking as a vice, he is not necessarily a fool, but he certainly displays an ignorance of the elements of chemistry and hygiene of which a man of average intelligence should be ashamed. The Indiana cigarette law is an outrage in its invasion of personal liberty and its interference with legitimate trade. It cannot for a moment be defended upon any ground that the suppression of the cigarette comes within the police powers of a State. If it could, precisely the same argument would apply with greater force to other forms of tobacco and with equal force to the sale and use of tea and coffee, which probably do a much greater amount of harm than results from tobacco.

This article provoked a number of replies from anti-cigarettists who sent the Times into mortified seclusion by the crushing rejoinder that the vile cigarette should be abolished because the correspondents in question didn't approve of the smell.

Not to do these good witnesses injustice, we reproduce two of the answers:

I read the editorials in The New York Times very much as a theological student may be supposed to read his Bible—with reverence and respect.

But I cannot agree with your cigarette editorial in this morning's issue, which says, among other things:

"For the prejudice against the cigarette there is absolutely no intelligent basis."

If there is any intelligent basis for the prejudice we know exists against all bad odors, may not the same prejudice be justly extended to the smoke of the cigarette, on the ground that it is an unmitigated nuisance to a very large majority—a stench in the nostrils of civilization which issues, seemingly unrestricted, at all times and in all places, from the mouth of the callow youth and the sallow man—a weak, poor and inefficient apology for a pipe—an insult to a good cigar, and a pernicious, pestilential outrage upon the general public from which there seems to be no possible escape unless the Legislature of the other States follow the example of Indiana.

If, as you say, there is no intelligent basis for the prejudice against cigarettes, there should, I am sure, be none against Barren Island, the bone boiling factories of the Newark meadows, or any other similar establishment.

W. W. HALLOCK.

I read with interest and much surprise your editorial regarding "Cigarettes" in this morning's issue. Putting it mildly, I was astonished at the stand you have taken. I am sorry you cannot understand the prejudice against cigarettes, for it does exist on an intelligent basis, and I am not the only one who thinks so; witness the many banks which show a placard, "Don't smoke cigarettes in front of this window.

Did the writer of that editorial ever stand back of a grating and have the vile smoke puffed at him, or has he ever been in a closed office reeking with cigarette smoke? How did he like it? The newer Turkish and Egyptian brands are the worse offenders, for whatever it is they contain (no smoker can tell me), it makes a most disgusting and offensive odor, very unpleasant to many of us.

In our office cigarettes are not permitted, while cigars and pipes "go" as much as desired, and I, for one, do not consider that a man's intelligence and appearance are much improved by holding a little roll of paper and tobacco between his lips, and emitting clouds of foul smoke, making himself a nuisance.

W. J. BOUCHER.

This conception of the subject is almost poetic.

"Dake it away, id sbells bad!"

The world is to be legislated into an olfactory Paradise, with the execution of the cigarette as the first important step.

Oh, well! One has all sorts of ideas; as the man said who invented a valise for flies to carry their specks in.

THERE IS USUALLY MORE THAN ONE POINT OF VIEW.

Taking as its motive the meeting of the National Cigar Leaf Tobacco Association at Lancaster, Pa., next week, one of the most important of whose business items will be the arrangement of a further campaign against the Curtis bill, one of the pro Philippine dailies which like most of its kind speaks with a half-knowledge, asserts that the opposition to the bill, as proceeding from the tobacco trade is unreasonably selfish and nothing less than a plot to keep the consumer out of his rights so that the tobacco business may continue to fatten. It says:

The tobacco interest does not want American smokers who are compelled to smoke 5-cent cigars because they cannot afford to pay for better ones, to buy a better grade for the same money, and it does not want the smokers of 10-cent cigars to buy a good article for 5 cents. We do not know whether reciprocity would bring a 10-cent cigar into the American market at so low a price as 5 cents or not; but it probably would not. It is certain, however, that wiping out the duty would greatly improve the quality of the cigars that smokers buy for 5 cents, and there are many millions who buy cigars at that price. Why should the government concern itself about the wishes of the tobacco men, who are comparatively few, and pay no attention to the wishes of the consumers, who are many?

This is just about as far into the subject as most of these editorial wiseacres go. Presumably they would like the tariff to be regulated so that the consumer could purchase every necessity and luxury foreign made and very cheap. The insignificant fact that in many cases, as in that of Philippine tobacco, we might not have anything to exchange for the goods set down so cheaply on our shores is not permitted to mar the beautiful chain of reasoning.

And the absurd probability that a number of domestic industries would thus be put much to the bad to the consequent financial dismay of hundreds of thousands of employees—consumers—is not allowed to butt its awkward way into the question.

But if a starving man knows where he can purchase an entire bakery for a dollar, and yet has no means of procuring that dollar, the knowledge simply adds to his troubles. Money has no denomination of value beyond what you can get for it, and the man who makes $15 a week and pays 5 cents for a cigar of a quality for which, making $30 a week, he formerly paid 10 cents, is retrograding rather than progressing.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

According to a number of reports from the seat of the cigarette war in Indiana, certain manufacturers and retailers are getting around the law by making up and selling cigarettes in the form of "little cigars." Of course the paper wrapper is dark instead of white but it is said that the cigarette smoker can pull the same old kind of smoke through the back end.

It seems to us that this is an outrage. It should be stopped at any cost. It is a wanton violation of the sanctity of a law that was not passed as a joke, and of course it was NOT, and means should at once be taken to prevent further outrage.

The Tobacco World suggests that the Indiana legislature pass a law providing that any man desiring to smoke may submit to an examination by a public health officer. If he passes, he can be given a certificate entitling him to one cigar—no other form of smoking being allowed. This certificate with his application he should forward to the committee on If He Must Smoke Let Him Smoke a Good Cigar, to be appointed by the Legislature, which committee will pass on the application and if it is in form send it to the Governor for his signature and the State seal.

The order can then be forwarded to the State plantations where a scientifically sterilized seed shall be planted, the growth of which will later be garnered, cured and stripped and sent to the State We Do-You-No-Harm Factory. Here the cigar will be made, hygienically, shipped to the State Chemist's laboratory, on to the legislative committee and then to the man.

The man can have waited either in the doctor's office or on a part bench.

Sir William C. MacDonald, the millionaire tobacco manufacturer of Montreal, has made an offer to the Protestant committee of the council of public instruction of that city, to endow an agricultural training college for the training of school teachers, which would cost from two to four million dollars.

So far, no tendency to spurn this money has been shown, but it is getting the fashion now to look a gift horse in the mouth and declare him tainted before accepting him; and when we think of the awful evil which is supposed to lie in the tobacco business, this would seem to provide a good opportunity for a sniff on the part of the recipients.

YORK 1904 BUYING ALL DONE.

Manufacturers in This County Note Some Improvement.

York, Pa., April 24.

During a recent interview R. D. Zech who has been buying extensively of the 1904 crop informed me that the buying is done and that the crop is practically all bought up, he, having secured for his various customers 1,400 cases. He recently engaged himself with Walter B. Hostetter & Co. as a salesman and will cover the country in another's interests. He reports business as starting out very nicely, and as he has been engaged in this line for the past thirty-seven years, he is undoubtedly a very widely known man among both growers and manufacturers.

York County manufacturers find some improvement in their trade, and their output is increasing steadily with very few exceptions.

The proposed new cigar manufacturing company in Yoe is now an actual fact, a charter having recently been received for the State Seal Cigar Company. The incorporators are: Geo. A. Kohler, I. Kohler, A. W. Kohler, Samuel Fiddler, and T. A. P. Carman all residents of Yoe.

A considerable tract of land has already been secured upon which a factory will be built and sufficient space will remain for the erection of a number of new dwelling houses which it is intended shall be erected and probably sold in the course of time to employes on easy terms.

—Samuel S. Reymer, of Allegheny, son of Jacob Reymer, the big candy manufacturer, who also has a large tobacco business, has been married to Miss Nellie H. Paris, who was first seen by Reymer dancing at a carnival given by the Elks in Allegheny.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.
We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.
Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars

Where to Obtain the Best

LABELS ❋ LABELS

Of Every Description.

Fine Color, Gold Leaf and Embossed Work a Specialty.

Metropolitan Work at Less Than Metropolitan Prices.

New and Original Designs. ✦ ✦ Send for Samples Estimates and Sketches. ✦ ✦ ✦ Also have a large line of Stock Labels, Flaps, Etc. ✦ ✦ ✦ ✦ ✦ ✦

You owe it to yourself to become acquainted with us. ✦ ✦ ✦ ✦ We will show you a saving of dollars on your work and guarantee the article.

H. S. SOUDER

General Color Printer and Embosser of

FINE CIGAR LABELS

Private Designs a Specialty

SOUDERTON, PENNA.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. **L. J. Sellers & Son, Sellersville, Pa.**

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

Here and There With the Retailers

According to reports made, the last six days have been uneven among the retail trade again, some dealers declaring that business was as good as they wanted, other complaining that there were only one or two good days in the lot. The fact that everyone packed his suit case and journeyed to Atlantic City on Saturday, practically wiped three days out of the week, Monday being included for the reason that each traveler evidently came back in an economical mood. Outside of that, business probably averaged up quite well with prospects good for May.

B. Frank Batten, at the foot of Market street, keeps his door open all the time now, and the summer traveling rush is commencing. Mr. Batten is making a display of the Red Devil brand, now, and is having quite a run on it.

Geo. O'Keefe, Fourth street dealer, is making a special offer on Gumpert Bros.' Runnymede, offering them six for a quarter, or $2 for a box of fifty.

Fire, which started in the store of the Lafayette Cigar Co., William Worthington, manager, at 1416½ Chestnut street, early Sunday morning, did considerable damage to the furnishings before it was checked. The water and smoke also practically ruined the stock.

I. Lewis & Co.'s Golden Eagle brand of little cigars is duplicating in this market and without doubt is proving a success.

The Philadelphia Cigar and Tobacco Dealer's Association will hold its regular monthly meeting at its new headquarters tomorrow night when several matters of importance will be discussed, principal of which is the Association's project to establish its own distributing bureau and sell direct to jobbers and retailers. Of course, all the goods handled will be of independent manufacture, and the scheme is large enough in conception for its success to provide a sure and important future for the Association. Those present will have an opportunity to welcome back to their midst ex-president Joseph E. Tuck, who spent the winter in Los Angelos, and who returned some days ago.

A cigar stand was recently started in the "House of Lords" lunch place at the northwest corner of Third and Chestnut streets, which was recently vacated as a cigar store by N. Young, who had purchased the stand from Goldsmith & Co., and failed to make it pay. This corner has been ill-fated for some time as a tobacco corner, and the hoodoo is evidently still operative, as the place was suddenly closed yesterday and by the abrupt departure of those interested has apparently taken its place in the unhappy history of the corner.

Leaf Dealers' Jottings.

This week will close another month, and one which from all accounts, has made no records either way in the local leaf trade. The demand has been good enough, at least it has been as good as stocks and prices would allow, and there is probably not a dealer on the street who could not have cleaned out his entire stock if he had been willing to come off the perch a little in the matter of quotations.

Every dealer is firmly convinced, however, that it is good policy to hold on as long as he is able, to what goods he has, and only where he had to supply his regular trade did he loosen up to any extent. The men on the road for the most part have had average good trips, and while there has usually been a lot of talk necessary before any deal was closed, at least the deals were closed, and the orders sent in.

All agree that tobacco is going to be mighty scarce and high, and a large majority of the dealers would like to look ahead a bit and see what will happen with the new crop. So far as can be

MATCH-IT CHEROOTS

Five for 10 Cents.

Sumatra wrapped, and altogether the Best Cheroot on the Market,

FLOR DE MANCHESTER

5-Cent Cigars

and

MANCHESTER STOGIES

all made by the

MANCHESTER CIGAR MANUFACTURING CO.,

F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.

of **Baltimore, Md.**

JAMES ADAIR,

Successor to ADAIR & REIFF,
Packer of and Dealer in

Domestic Leaf Tobacco

Office and Warehouses, YORK, PA.

We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

Michael Hose A. F. Brillhart

Dallas Cigar Co.

Manufacturers of **CIGARS** & Dealers in

LEAF TOBACCO,

Dallastown, Penna.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901
First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in Leaf Tobacco
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

Scrap Filler, Ready for the Cigar
Clean, Dark and Good Quality
In manufacturing our Scrap we use nothing but old, ripe, well sweated tobaccos which make exceptionally desirable Scrap for any grade of Short Filler Cigars.
Prices ranging from 6 to 15 cents per pound
HAVANA SCRAP
in any quantity, at 30 cents per pound
We have a complete line of GEORGIA WRAPPERS put up in bales, Sumatra style, prices from 25c. to $1.00 per pound.
WALTER B. HOSTETTER & CO.
26 South George Street, York, Pa.
Correspondence Invited.

told, every thing that is sold in this market will be hard to get, and of course hard to sell.

Milton Herold, Secretary of the Loeb-Nunez Company is in Havana looking the situation over, but will make no extended stay. This firm is ably maintaining its reputation on Havana tobacco.

Mr. and Mrs. Jacob Labe, will reach home in about ten days from Holland, where Mr. Labe, and his father, founder of the firm of B. Labe & Sons, have been attending the inscriptions. The Labe's have succeeded in getting some very good Sumatra for their trade.

George W. Newman, of Young & Newman, is back again from another trip, during which he succeeded in disposing of some choice lots of the firm's stock.

Frank Dominguez will soon have to take another trip to the Havana market to replenish the rapidly decreasing stock of E. A. Calves & Co. This house has been pretty uniformly busy all this season.

Local dealers are awaiting with interest the annual convention of the National Cigar Leaf Tobacco Association which will be held in Lancaster three days commencing next Monday. The leaf trade will be well represented at the convention, but it is impossible at this time to say how many will be able to get away from their business. Among those who will surely go under present circumstances, are: J. Vetterlein, John R. Young, J. S. Batroff, Felix Eckerson, L. P. Kimmig, Morris Rosenberg, Saml. Grabosky, and Charles Hipple. It is probable that Tuesday will be the principal day of the convention in point of business, and the local delegation will be largest on that day.

With Manufacturers and Jobbers.

The manufacturers all seemed to be in good spirits this week, as they all said they were busy, with orders coming in right along. Most firms have their men on the road and are getting good returns. Business in the South is good, and those who are returning from that direction are bringing in full order books.

Harry Goldsmith, of Goldsmith & Arndt, the new firm of distributors for the El Provedo Co., of North Fourth street, is on a short trip through New York State and reports good business.

Lester Newburger, of Stewart, Newburger & Co., Ltd., will return at the end of this week after an extensive call on his Southern trade. Mr. Newburger reports one of the best trips he ever had.

Sam Jacobs and Henry Hilbronner, who for years have been closely identified with the firm of Gumpert Bros. where each has won the reputation of being the real thing in the salesman line, sever their connection with the house this Saturday, and will at once start a business of their own in the old Langsdorf factory on Eighth street between Vine and Callowhill, as previously

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"
It's Full of Havana. That's Enough for 5 Cents.
Correspondence Invited. Samples on Application.

KEYSTONE CHEMICAL CO.

MANUFACTURERS OF

Cigar and Tobacco Flavor, Sweetener, Etc.

HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

JAMES ADAIR

Successor to

ADAIR & REIFF

Packer of and Dealer in

DOMESTIC LEAF TOBACCO

Office and Warehouses:

YORK, PENNA.

We Carry a Large Stock of

Pennsylvania Broad Leaf,
Zimmer Spanish,
Little Dutch
and
Gebhart.

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.

C. G. SINGLEY,
Manheim, Pa.

H. S. WALLICK,
York, Pa.

THE TASTE TELLS QUATILITY 5¢ CIGAR Yes! it is Different

THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.; THE UNITED NEWS CO. PHILA. Genl. Distrib's.

announced. The severance of this long connection is one which causes much regret, but both men are ambitious, and want to strike out for themselves. Mr. Jacobs' trade will be looked after for a time by James J. Tracy, who has also long been an important member of the Gumpert staff, and who in addition to his ability, has the valuable asset of natural and unfailing courtesy.

Frank Teller & Co. are back in their former quarters on South Second street, which was burnt out a few weeks ago. The firm is better situated than ever.

J. F. Rigby, a member of Theobald Oppenheimer Co.'s staff is in the city talking things over. Mr. Rigby makes his headquarters in Ohio.

Next week will see Arthur Hagan & Co. comfortably situated in their new quarters at 151 North Third street, which were formerly occupied by the Frischmuth Co., where the company will be glad to see all its friends. It was compelled to move from Front street on account of extensive building operations.

The Keystone cigar factory and store at 4058 Lancaster avenue has been offered for sale at an estimate of about $6.000 which includes good will, stock and fixtures at wholesale value. The business has been established about sixteen years, and is now offered for the reason that the proprietor, Henry F. Lenkfeld intends to go to California.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

CIGAR FACTORY
Building Complete,
FOR RENT
in good section of
First District of Pennsylvania
Capacity of **25 Experienced Cigarmakers, and 35 hands available,** including foreman. For further particulars Address,

FACTORY,
Box 112,
Care of The Tobacco World, Phila. 1-25ca

EXPERIENCED MAN IN EVERY department of cigar manufacturing is open to position as Superintendent or Foreman in first-class factory. Best of reference. Address, FOREMAN, Box 100, care of Tobacco World, Philadelphia. tf

WILL BUY FOR CASH—TOBACCO Tags, Cigar Bands, etc., redeemable by Florodora Tag Co. Address, TAGS, Box 101, care of Tobacco World, Phila. tf

—Alexander Bros. & Co., tobacconists ot 14 South Main street, Wilkesbarre, Pa., have sold out to Alexander E. Cohen, who has been identified with the firm for some time.

Trade-Mark Register.

SUNSHINE 14,777
For chewing and smoking tobacco Registered April 18, 1905, at 1 p m, by Abram A Reiff, Lederachville, Pa

LA ZINA 14,778
For cigars, cigarettes, chewing and smoking tobacco Registered April 19, 1905, at 10 a m, by Louis Halpern, Philadelphia, Pa

EL MILLERO 14,779
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 19, 1905, at 9 a m, by Miller Bros, Philadelphia, Pa

EL BALMICO 14,780
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 19, 1905, at 2 p m, by Teller, Kleinsmith & Co, Phila, Pa

LUMINA ROSA 14,781
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 19, 1905, at 2 p m, by Teller, Kleinsmith & Co, Phila, Pa

POUR LES CONNOISEURS 14,782
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 19, 1905, at 2 p m, by Teller, Kleinsmith & Co, Phila, Pa

PINKEY 14,783
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 20, 1905, at 3 p m, by George A Bixler, Westminister, Md

REGNIS 14,784
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 22, 1905, at 11 a m, by Fred B Wallace and A Singer, Philadelphia, Pa

XTRAGOOD 14,785
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 24, 1905, at 11 a m, by Chas E Altloff, Hanover, Pa

JUDGE NOAH 14,786
For cigars, cigarettes and cheroots Registered April 11, 1905, at 4 p m, by Samuel Wagner, Stanford, Conn

(Continued on page 26)

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

GEO. STEUERNAGLE,
Manufacturer of
THE CELEBRATED

Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

The PROGRESS
SHORT FILLER
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

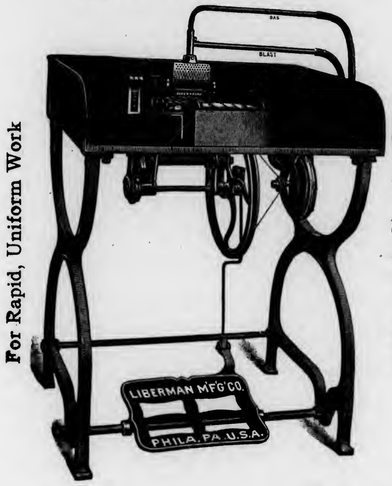
Manufactured by

N. H. BORGFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE



For Rapid, Uniform Work

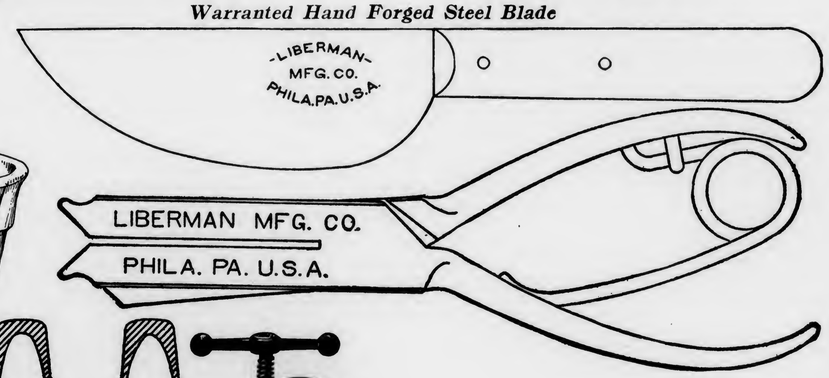
Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade



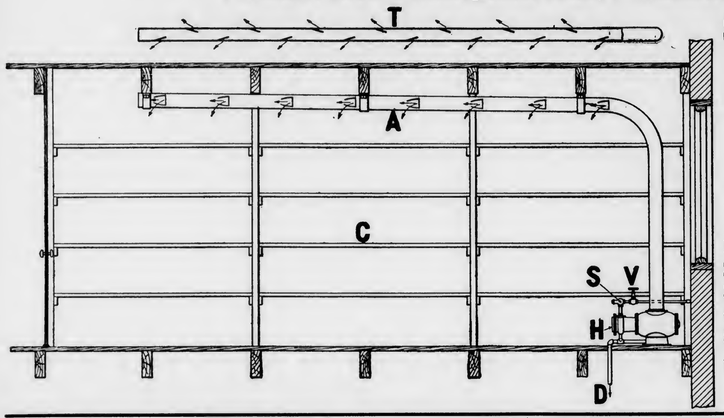
Manufactured by

Liberman Manufacturing Company
240--42 North Third Street, Philadelphia

New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

SCHUTTE & KOERTING COMPANY,

Twelfth and Thompson Sts., Philadelphia, Pa.



SCHUTTE--KOERTING MOIST VENTILATOR,

used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time without deterioration.

PRINCIPAL FEATURES:

1. Low in Cost.
2. Operated by City Water Pressure.
3. Requires No Attention.
4. No Drip Occurs; Humidity Uniform.
5. No Wear and Tear.

We estimate on Complete Humidifying Plants

Correspondence Solicited.

5c. THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR 5c.

Manufactured by

H. S. HARTMAN, Lancaster, Pa.

Samples Sent to Responsible Houses.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

TRADE-MARK REGISTER Continued

HARRIS BROS., H. B. 14,787

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 25, 1905, at 11 a m, by Harris Bros, Atlantic City, N J

REJECTIONS.

Royal Blue, Golden Eagle, Famous, Pride of Camden, Only the Best, King Philip, Capt. Wainwright, Lucille, A. C. H. Special, Excello, John Barry.

CORRECTION.

"Royal Tallent," 14,766, registered April 10, at 9 a m, for cigars, by G Arthur Reed, Telford, Pa should have been Royal Talent

—The Interborough Cigar Company, of New York, has been incorporated with a capital of $10,000, by Jerome W. Rosenthal, Leon Forest and Emanuel A. Busch, all of New York.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market Street, Lancaster, Pa.

JUST OUT

OUR NEW PRICE-LIST, covering our entire line of goods. It will pay you to write for it, and we will be pleased to send you one.

SPECIAL THIS WEEK

A GOOD OLD CLEAN HAVANA that can't be duplicated in Aroma, at **43c.** in bond. In small quantities from our retail department, at **80c.** duty paid.

L. G. HAEUSSERMANN & SONS

Wholesalers, Retailers, Importers & Packers of

CIGAR LEAF TOBACCO,

No. 240 Arch Street, Philadelphia

THE TAXATION OF THE DEALER FOR HIS OWN SALVATION.

Reading, Pa., April 24, 1905.

Editor Tobacco World:

I have been reading with much interest the letters that have been appearing in your paper regarding the taxing of the retailer. I have had an opinion on this matter for years, and I used to express it, but I have been keeping my mouth shut lately. What's the good of getting off a lot of talk and doing nothing?

I can remember lots of times when the matter has been "agitated" in different places, by a dozen or more dealers at a time, and nothing ever came of it. It was just talk and nothing more. I got sick of the whole question. I hesitated a good deal before I wrote this, because I vowed I wouldn't get mixed up in such a discussion again.

But I have been very much interested in the articles and letters that have already appeared, and I will say for you, Mr. Editor, you and your writers have handled your subject well, and I thought that I would have my little say once more, although I don't expect any good to come of it.

You can keep on writing, and I can write, and a thousand other dealers can write until they get paralysis and it wont help us get a tax, until somebody up and does something. There isn't any other way out of it but a tax, unless all these outside competitors are systematically murdered, and it stands to reason that that tax isn't going to arrange itself.

It ought to be imposed by the Government at Washington, and not a State tax, and that will never happen until the retailers get together and work the matter up just as the great body of the people do when they want any new law passed.

If it was any other trade, representative members of the trade would get together, form a committee to form an organization, send out a circular letter providing a small initiation fee which would gladly be paid, I believe, and take the proceeds to get the thing fairly started.

It wouldn't cost a great deal, as the largest part of the expense would be for printing and postage. The members would be asked to give their opinions and whatever contributions they felt like, an executive committee should be elected by popular vote with power to act, and in addition to bringing every influence possible to bear on the dealer's representative in Congress, and on those who have influence with that representative, every dealer would be expected to get signatures to a tax petition from all his customers. This would be a cinch, and as each customer is a constituent, the aggregate result would be very imposing when it reached Washington.

That's the way I'd go about it, if you want to know, and although I may be wrong, I don't see anything impossible about the scheme. At any rate it would be doing something instead of taking it out in talk. And if anybody's got anything to say against the scheme let them suggest a better one. If they've got anything to say, let them say it.

I sign myself, with best wishes for you,

A DOER.

W. C. Jackson,

Manufacturer of

Fine Cigars

Factories No. 34 and No. 1596,

East Prospect,

Penna.

Correspondence with Wholesale Dealers and Jobbers Invited.

Telephone Connection.

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

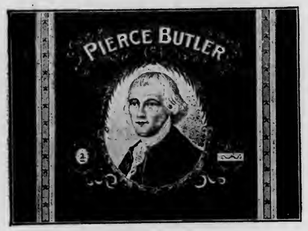
MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.



W. H. Snyder & Co.

Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced CIGARS

Correspondence Invited with the Wholesale & Jobbing Trade only

D. W. HUBLEY,

Thomasville, Pa.

Manufacturer of

High-Grade Seed and Havana CIGARS

Correspondence Invited from Responsible Houses.

F. B. SCHINDLER

Manufacturer of

Fine Domestic Cigars

Red Lion, Pa.

JOBBING TRADE SOLICITED

A. D. KILLHEFFER

Maker of

High Grade CIGARS

All Fine Workmanship.

Goods Sold Direct to Jobbers and Dealers. Communicate with the Factory. We Can Save You Money.

No Salesmen Employed.

MILLERSVILLE, PA.

LANCASTER BUSINESS MODERATE.

Interest Centered in National Leaf Convention Next Week.

Lancaster, Pa., April 24.

During the past week there was a moderate volume of business done by local leaf dealers but not as much as it would seem should have been the case, considering the increased activity which is now existing among cigar manufacturers of this section. Buying is done and packers are already beginning to close up the season's work with the exception of a few of the larger ones who will buy for several weeks.

A great deal of interest is centering in the annual sessions of the National Cigar Leaf Tobacco Association which takes place in this city next week, covering the first, second and third days of the month. Arrangements have been made by the Lancaster Leaf Tobacco Board of Trade to take care of the delegates who are expected to be present, and the deliberations will be held at the Hamilton Club, a more suitable place than which could not have been found.

On Wednesday last, a meeting of the Lancaster Leaf Tobacco Trade Inspection Company was held at the City Board of Trade's room on King street. Permanent officers and a number of directors were elected as follows: President, J. Gust Zook; Vice-President, E. M. Cohen; Secretary, Charles E. Long; Treasurer, Morris Rosenthal; Board of Directors: J. Gust Zook, E. M. Cohen, I. H. Weaver, Morris Rosenthal, Menno M. Fry, Joseph Goldberg, William De Haven, J. W. Breneman and A. B. Hess.

A letter was authorized to be issued to Secretary Roenig, of the National Cigar Leaf Tobacco Association, advising him that the Lancaster Leaf Tobacco Board of Trade had completed arrangements for holding the national convention of the National Association here on May first.

I. H. Weaver, of this city, recently returned from a short visit to Dayton, and other points in Ohio where he was inspecting the packings of leaf, and reports that he finds things to be in satisfactory condition.

Xenophon Hanna, of the Hanna Bros., of Dayton, O., was a recent visitor in this market.

The new cigar store of F. B. Trout, at 168 North Queen street, is now open to the public and is one of the most attractive places in the city. The establishment will be known as "Everybody's Cigar Store."

H. D. Frey, near Lititz, reports business quite good in the cigar line with him at present. Mr. Frey devotes a great deal of his spare time to music, being a skillful violinist, which instrument he has studied since he was 14 years of age. He is now the leader of a local orchestra.

READING DOING BIG BUSINESS.

Manufacturers Want More Hands and Can't Catch Up On Orders.

Reading, Pa., April 24.

Reading can truthfully boast of as good cigar business as there is in any section of the State today, and several factories are wanting more hands.

W. H. Yocum, of Yocum Bros. informs the writer that for a number of weeks past they have been working overtime during two nights of each week, and have not yet fully caught up with their orders.

J. G. Patz, of J. G. Patz & Co., returned on Saturday from among some of his wholesale houses.

Dan Fleck, of the Fleck Cigar Co., returned on Saturday last from a two months trip around the middle Western States having gone as far as Minneapolis and St. Paul. During his trip he visited many of the old customers of the firm and was favored with numerous duplicate orders. Upward of sixty cigarmakers are being steadily employed in this factory and business is still gaining at a rapid rate.

E. E. Kahler is looking most serene since his return from the Western trip, during which he found business in a very satisfactory condition.

Trinitario Vila, a native of the island of Cuba, was a recent very interesting visitor among the manufacturers in this city. Mr. Vila represents the well known house of Sylvester & Son of New York.

S. Waterman, representing Max Gans & Son of New York, was also here last week after a Western trip covering a period of nearly two months.

John U. Fehr was spending last week in the Connecticut Valley inspecting his firm's packing of new goods.

Charles Potteiger, at Sixth and Washington streets, is making a special window display of the Mercury foot 5 cent cigar, made by Frank Weber of this city.

Henry Rindskopf, leaf dealer at Fifth and Washington streets, left for New York City on Friday evening last, to spend the Easter holidays.

The Old Honest Cigar Box Co. has removed its plant from Cherry street to the rear of 634 Washington street.

It is reported here that at Pottsville there is prospect of a new cigar factory being located which would require from two to three hundred hands, and that the Baltimore Cigar Manufacturing Co. had been there for several days quietly looking over the ground, but it has not yet been ascertained as to whether any thing actually definite has been done by the prospective manufacturers.

—A new cigar factory has been opened in Cosebeer's former stand in Waterloo, Ia, by G. W. Armagost, of that city and D. O Long, of Kalmazoo, Mich.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

OUR TWO BIG SELLERS

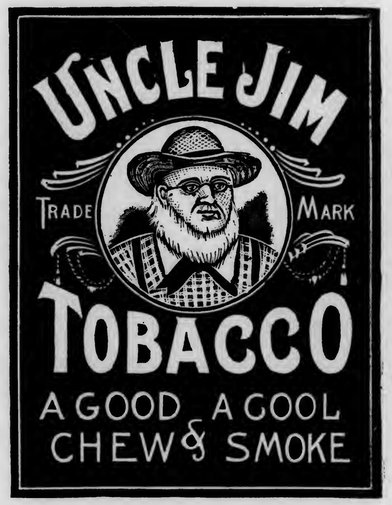
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

GEO. A. BUDDY,

Littlestown, Pa.

Manufacturer of

Strictly High-Grade Cigars

OUR LINE:

Lord Bute, The Buddy, Union Riders, Sweet Tips, Cuban Emulator, General Post, Pretty Nell.

HENRY H. SHEIP MFG. CO.

Cigar Boxes

Cigar Box Lumber

Largest stock of

Sawed Mexican and Cuban Cedar,

Veneered Cedar,

Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET

PHILADELPHIA.

American Tobacco Company

Makers of the Famous

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Nat. Leaf Plug
J. T. Plug
Battle Ax Plug

They Please all Tastes

Always Uniform and Reliable

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

GOOD INCREASE FOR THE MONTH OF MARCH.

According to the returns for the month of March from the tobacco division of the United States Internal Revenue Department at Washington, just made public, there is shown an increase of $59,469,323 in the output of cigars, compared with the same month a year ago. Similar good showings are made in tobacco and snuff. Little cigars are about the only class of tobacco products showing a decrease.

The figures are as follows:

	March, 1904	March, 1905		
Cigars,	$1,581,832.71	$1,760,240.74	Increase,	$178,408.03
Little Cigars,	41,122.84	37,622.88	Decrease,	3,499.76
Cigarettes,	268,253.50	311,510.02	Increase,	43,256.52
Snuff,	115,211.71	140,781.30	Increase,	25,569.59
Tobacco,	1,747,091.15	1,977,121.78	Increase,	230,030.63
Totals,	$3,753,511.91	$4,227,276.72	Increase,	$473,764 81

A comparison of the output for the month of March in 1904 and 1905 shows the following figures:

		March, 1904	March, 1905		
Cigars,	No.	527,277,590	586,746,913	Increase,	59,469,323
Little Cigars,	No.	76,153,408	69,682,962	Decrease,	6,470,446
Cigarettes,	No.	269,579,110	313,999,600	Increase,	44,420,490
Snuff,	Lbs.	1,920,195	2,346,355	Increase,	426,160
Tobacco,	Lbs.	29,118,185	32,954,030	Increase,	3,835,845

In comparison with the month of February, 1905, the figures are as follows:

		Feb. 1905	March, 1905		
Cigars,	No.	497,907,390	586,746,913	Increase,	88,637,523
Little Cigars,	No.	54,193,500	69,682,962	Increase,	15,489,462
Cigarettes,	No.	267,716,045	313,999,600	Increase,	46,283,555
Snuff,	Lbs.	1,552,739	2,346,355	Increase,	793,616
Tobacco,	Lbs.	25,070,925	32,954,030	Increase,	7,888,105

The first three calendar months of the present year, in comparison with the same period of last year, show the following results:

		1904	1905		
Cigars,	No.	1,458,064,220	1,601,731,364	Increase,	143,667,144
Little Cigars,	No.	207,855,168	181,972,462	Decrease,	25,981,706
Cigarettes,	No.	761,323,380	847,007,741	Increase,	85,684,361
Snuff,	Lbs.	5,450,901	5,476,259	Increase,	45,358
Tobacco,	Lbs.	73,839,320	84,253,948	Inciease,	10,414,628

BOSTON HOLDS HER OWN.

Retail Trade Keeps Up and Manufacturers Are Busy.

Boston, Mass., April 23.

Trade is about the same as I reported in my last week's letter. The base ball grounds have opened for the season and this of course will do the cigar business a lot of good.

Although the weather for a few days this week was not at its best, Wednesday was "All Patriots' Day" and Friday was Good Friday, still the retail business was very satisfactory to all concerned.

Cigar manufacturers are working full forces and their respective salesmen are doing plenty of canvassing. Among the independent concerns doing business here can be mentioned the firm of L. Miller & Sons, New York, which concern is getting quite a hold on the market. Their Puritan little cigars that retail at 10 for 5 cents are steadily gaining ground, and their Grumble and El Cafe popular 5 cent cigars can be seen in nearly every retail cigar stand here, while their Kozy cut plug is selling well for a 2½ ounce package, and Leroy little cigars that retail at 10 and 15 cents a package, have for a long time been in public favor.

Leo Mayer, of the Hilson Co., New York, called on their jobbers this week in company with Mr. Hyneman, of Hyneman Bros., who are the New England distributors for the well known Hoffman House Bouquet cigars.

Isaac Weil, cigarist, was in Gotham this week calling on the trade in that city.

Mortimer Frank, a leaf tobacco salesman from New York, is still here and reports doing a very satisfactory business.

Murad cigarettes are being well advertised in the local newspapers.

Emil Abrahams is doing some tall hustling in placing the Golden Eagles for I. Lewis & Co., of Newark.

Avery Asker has purchased the cigar store located at 536 Tremont street formerly run by J. Mitchell.

A representative of Mates Rucabado, New York, called on the jobbing trade this week with a line of Porto Rico cigars.

L. Miller & Sons have come out with a deal in their Old Pepper cut plug 1⅔ oz. tin foil, 5 packages of Puritan little cigars being given gratis to the dealer with every 5 pounds purchased of Old Pepper cut plug.

Ben Lett, with Hyneman Bros., spent a few days in New York.

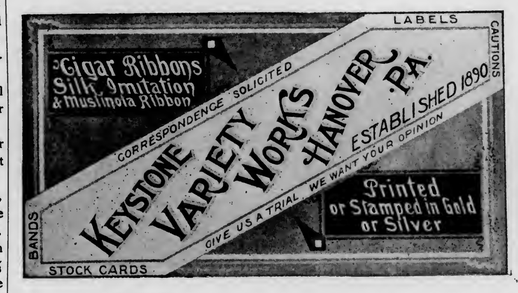
Col. James Davidson, of Chicago, president of the National Anti-Cigarette League, has begun his crusade in Boston at the Y. M. C. A. It was at the request of the New England Anti-Cigarette League that Col. Davidson came here. "It is our intention to nationalize the league which is doing a great deal of good," says he. "Newsboys and public school boys are our special objects, much injury having been done them by the use of tobacco. College students also

HENRY GOTTSELIG & BRO.
Danville, Pa.

Manufacturers of
High Grade
Union Made
Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight. Samples and Particulars to Reliable People on Application.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.



J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No. 463.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio.

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses--- West Milton, O.
Branch--- Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

are almost universally addicted to the cigarette habit, and you will always find that the heaviest smokers are the poorest students. Cigarettes are injurious to everybody, but not so much so to mature men as to boys between the ages of eight and fifteen, because at that period it affects their growth."

Lois Jeselsohn, wholesale tobacconist, spent a few days in New York, and while there called at the headquarters of the American Tobacco Co. on Fifth avenue.

With the Cigar Manufacturers.

M. Cohen, maker of the Boston Courier cigar, reports a very fair trade.

N. Levenson, who has been in the manufacturing business but a few months, is gaining quite a little prominence. His Boston Smoker is selling well wherever placed.

Gordon and Abrahams are working full force. Gordon's Smokers is their leading brand, and has been on the market for a few years.

J. Dolf, maker of Dolf's Smoker and the Boston Traveler cigar, is finding it hard to keep up with the orders.

H. J. Albert, who has a retail store and manufactures cigars at Friend street, enjoys a good sale on the Nickel Lion and the H. A., his two main brands.

Elcho, from the factory of J. Driscoll, is fast becoming very popular in the line of 10 cent cigars, and can be found in mostly every bar room here.

J. Halperson, cigar manufacturer at 99 Cambridge street, is also doing a retail and wholesale leaf tobacco business under the name of the Hub Leaf Tobacco Company.

Goldsmith Silver & Co. have acquired the exclusive privilege of selling their M. C. A. and 108 brand of cigars on the grounds of the Boston American Base Ball Club for the season.

Menaski cigarettes continue to sell well and are being largely advertised by handsome window displays. E. J. Mulligan is a pioneer in the art of window dressing.

The Allen Tobacco Co., of New York, has issued a circular letter stating that from May 1 all gratis on their brands Telonettes Small La Leso, Royal Badge, Artist and Subway will be discontinued and the gratis on Telonette extra large will be 20 per cent in Allenette, their new and attractive brand, 10 for 10 cent package. The price of Allenettes, which are similar in every respect to Between the Acts, is $7.50 per M., less 10 and 2 per cent. A sample package of the Allenettes is being mailed gratis to all the wholesale tobacconists here.

• Of late many outside firms are trying to get a hold on the Boston market with their various brands of little cigars and it seems the quicker they come the better Leroy little cigars sell.

J. S. Brown, retail tobacconist at 8 Washington street, has also entered the real estate fields and has put through a few large transactions.

At Robbins & Roitman's store can be seen signs of activity. They have just added a new clerical force to meet the ncrease in trade, and report collections good with a big sale on El Cafe Havana Bouquet cigars. Sam Robbins is a hard man to find in when one calls as he is kept busy on the outside. BEN ALI.

AMOS DUNKEL'S SAYINGS.

He Scents Something Wrong, and Will Go to the Convention of Leaf Dealers.

Hinkeltown uf dem pike,
der 24, Obril, 1905.

Mishter Editor:

Es is mier yust bei gfalla os ich het deer de letcht woch shriva solla irck note wenich waga som socha, ovver ich denk es het dich doch so sheer gawr forschreckt for es tsu drucka. Un won ich es gshriva het, denk ich ovver het es a mohl so a dale leid aw sheer gawr forgelsktered kot, for ich wase os es gawis ols so a bissel ungamechlich is for some fun ena. Es is ovver doch gawis shawd os mier not grawd rous kumma kenna mit, un a mohl de woret tsu saga, now os mier a mohl aus gfunna hen was aw de woret is. Won ich de tseiting het date ich ovver forhoft-ich a mohl los brecha un date es some fun dena crooks a mohl so tsimlich gud ilecka, for ich kon deer saga es hot so ordlich fehl os es broucha un ich glab won es shun so edlicha farleicht so tsimlich gud dreffa date un aw a paar data de tseiting farleicht op stuppa for a weil, se data all widder strick humma evver weil, un os es aw farleicht nocht fehl neya ischriver mocha date.

Meir kent es ena blain mocha os wier ken favorites moch fon anich eber, un won mier aus finna data os anich eber net eirch straight bleiva will don mus ar yust forwarda os ar date a mohl ever de koals garecht warra, un won sell nix bot don brovert mier a mohl for en grawd in dechail tsu bringa, no missed des krooked wasa gshtupped warra. Ich wot yust ich dauft dere fortsala we an sertain segar mohn so eirch wolfa wrapper duwak grickt hot, for uf some fun sina segar tsu do. Es date eirch gud lasas mocha. Es is ken wonner os some onnera leid in seina nochborshaft net so wolfella segar gamocha hut kenna, ovver ward yust, es kumpt noch a mohl a dawk recht rous, un no gebts ebbes in sellum schteddel glab ich. Es hut shun so ordlicha socha gava in dem Lengeshter Kounty, ovver des is net dar anlicha blotz wo es ollsa-mohl net ollas is grawd we es si suit.

De Lengeshter duwak daler sin ovver now recht bissy. Necht woch sol es so a grosse tseit dat gava. Se forwarda a grosse forsumling fun oll de grosa leid in de bissness for dat hee tsu kumma, un no wart es a mohl so tsimlich grose ordich tschwetzed farleicht. Se wallen des legislaturing now a mohl selver do. Se mana es wahr tsu fehl tox tsu batsolla of dar duwak wo net do dahame woxt, un wu se ols missa fun unnara weldeilen hahra bringa missa, for unsra segar damit helfa tsu mocha. Ich glab ich ga aw a mohl hee for a bissel tsu hara farleicht was es don aw gebt drous, un no shreib ich der widder amohl farleicht. Gud by,

AMOS DUNKEL.

—William Black & Co., of New York, have secured incorporation papers to manufacture cigar boxes, etc., with a capital of $20,000. The incorporators are William Black, Alerander Ungar, New York, and Henry L. Merry, of Brooklyn.

—Geo. H. Martin and H. C. Martin have incorporated the Martin Cigar Co., of Davenport, Va., with a capital of $10,000.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
tablished 1880.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION THERE IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

M. H. Clark & Bro. Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY *Clarksville, Tenn*

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A. Use Arnold's 5c. & 10c. Tobacco Cipher. **Hopkinsville, Ky.**

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

CIGARS FROM TEXAS TOBACCO.

Nacogdoches Factory Has Turned Out 40,000 for the City.

Nacogdoches. Texas, April 22.

The Nacogdoches cigar factory which is producing a fine grade of cigars from Texas tobacco has delivered its first order to city customers, the invoice consisting of 40,000 cigars.

As the occasion was considered a gala one, the team of horses and the wagon which bore the first product of the new Texan industry, was brilliantly decorated and driven around the town so that all might see. There was considerable cheering.

The officers of the factory are L. P. DeMouch, general manager, and Dr. J. E. Mayfield, secretary and treasurer. The plant employs quite a number of hands and has orders enough ahead to keep them busy six months. The force will be rapidly increased, and altogether it looks as if Texas tobacco had come to stay.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

I was talking with a man who has been one of the inspectors in a large assorting shop at Hartford, and in the course of the conversation he said that it would be hard lines for the manufacturer before another year; for at the shop where he was working they began to ship the new leaf from the shop to New York some time in January to be put on the market, and it was snapped up in a hurry. Now this simply shows the condition of the tobacco trade, and it satisfies us all that tobacco cannot be had for the asking, although he who asks may have his pockets lined with gold, silver or bank bills; for there certainly is a shortage, and as one writer from San Francisco has put it, "if we cannot get desirable leaf to work we shall have to do the next thing, and that is to shut our shops down, as much as we dislike to do it."

Our correspondents write:

Hadley, Mass.: "The weather for the past week has been very unfavorable for the making of tobacco beds. The soil here is somewhat colder than in Hatfield, consequently the growers are later in sowing their beds, still last week quite a number of beds were made. Indications point to a much larger acreage on tobacco than last year; in fact all feel encouraged with the prices of 1904 crop, and are looking forward to good prices for this year's growth."

Conway, Mass.: "Tobacco beds have all been sowed here now, and those who sowed sprouted seed report it coming up good. The warm weather of the past week made it seem as if it were time to work the soil; but it is cold again now."

East Deerfield, Mass.: "No tobacco beds sown yet, but I think the most of them will be before the 25th. Most every one sows sprouted seed under cloth; not much glass used here. The acreage will be about the same as last year. Some will set more and a few a little less. Seed leaf doesn't seem to take very well here; no one will raise any this year."

Feeding Hills, Mass.: "Some of the farmers have their tobacco beds sown and others will sow this week. Fully as many acres will be raised this year as usual. At the Hinsdale Smith farm more will be raised under cloth tents (about forty acres) and a hundred more in the open field. Their plants are up in good shape."—American Cultivator.

EDGERTON, WIS.

The scarcity of goods remaining in the growers' hands is ample reason for the marked decline in the buying movement, though buyers are still riding the growing districts, ready to take over desirable lots of both old and new leaf. There never was a time when old goods were so thoroughly gathered in, and even the '04 crop is much more closely absorbed than the market imagines. A few recent transactions show prevailing prices:

Lars Severson, 5a at 7½ and 2c asst
R Sorenson, 5a at 6¾ and 3c asst
Simon Berg, 19cs at 7 and 2c asst
Frank Patterson, 15cs at 7 and 2c
H. W. Collins, 10a at 6½c

C. E. Sweeney has sold something over 100cs of '03 leaf during the week to a Janesville packer.

The most important transaction of late is the purchase of three local packings of

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
HIGH-GRADE
Domestic CIGARS
Hanover, Pa.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: GEO. F. NASH, JOHN SELDEN, GOV. THOS HUTCHINSON, BEN DE BAR
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW
CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS
Correspondence with Wholesale and Jobbing Trade Invited.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

'04 crop, amounting to about 1,800cs, by W. S. Brill for account of the United Cigar Manufacturers, making this firm the largest holders of last year's Wisconsin product.

Warehouse handling is still progressing, with the end of the season's work now almost in sight.

A week of unusually cold weather has delayed the laying of plant beds somewhat, many growers preferring to hold their sprouted seed for the advent of warmer weather, which is now due.

Shipments were 1 000 cases—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

The first public sale was held this week—only 31 hhds of Low and Medium grades;

Lugs—Low, 3½; Common, 3¾ to 4¼; Medium. 4¼ to 4¾; Good, 4¾ to 5.
Leaf—Low, 5 to 5¼; Common, 5½ to 6¼; Medium, 6¼ to 7½.

Private sales, 144 hhds of good to fine wrappery Leaf, at 11 to 14½. The sales will continue from week to week. The weather has been cold and dry, preventing movement.

Loose sales small:—Lugs, 3½ to 5; Leaf, 5 to 8.

The Planters' Organization is delivering to prizing houses and prizing is being done. They have appointed an independent inspector, but no committee as yet to act on samples returned for reclamation. They are very firm and confident of being able to carry out their plans, which will revolutionize the trade.

Plants are plentiful, and early planting will be done in the first half of May. Labor is scarce, and the curtailing of the crop by the Planters' Organization, as part of their plans, will probably make the crop smaller.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts of the new crop continue good, and were for the week 689 hhds; offerings on the breaks, 4 hhds; public and private sales, 23 hhds—partly old crop, partly new wrappers. The transactions are too small to be worthy of comment.

The new crop is held for high prices, and will come on the market unusually late, too late for much of it to go to Europe by way of New Orleans shipments.

Planters seem very determined to reduce fully the plantings this year. We again have a touch of winter, the mercury falling to 31 deg. on the 16th and 28 deg. on the 17th, damaging the fruit prospects, and checking growth of the plant beds, and plantings may be later than calculated upon.

For old tobacco we quote:

Low Lugs	$3.50	to $3.75
Common Lugs	3.75	to 4.00
Medium Lugs	4.00	to 4.25
Good Lugs	4.25	to 4.75
Low Leaf	4.75	to 5.50
Common Leaf	5.75	to 6.75
Medium Leaf	7.00	to 8.00

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

A Southern Location
GOOD TOBACCO LAND and LOCATIONS for FACTORIES
THE SOUTH is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request. M. V. RICHARDS,
Land & Industrial Agt., Southern Railway, Washington, D. C.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

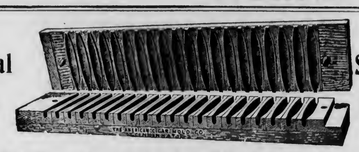
W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

Vertical Top  Solid and Durable
We Furnish BEST GRADE CIGAR MOLD.
Our Prices are the Lowest.
Sample Sections Free.
THE AMERICAN CIGAR MOLD CO.,
1935--1937 Western Avenue, Cincinnati, Ohio

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs — Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty — Metal printed labels

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

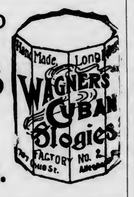
Five Cent Cigar

THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.



C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

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Business Changes, Fires, Etc.

California

San Pedro—Allen & Baly, cigars, etc; extension granted

District of Columbia

Washington—Gustav A Koenig, cigars, tobacco, etc; bill of sale to Harry Kronheimer——Louis E Paxson, cigars, tobacco, etc; chattel deed trust, $750

Illinois

Virginia—A Kessler, cigar mfr; sold out

Wyoming—Terrell & Thompson, cigar mfrs; Wm Terrell succeeds

Maine

Auburn—Mrs F D Hooker, cigar mfr; sold out

Bangor—Frank E O'Leary, cigar mfr; assigned

Massachusetts

Fitchburg—Wm H Savage, cigars, etc; chattel mtge, $150

Lowell—Harry H Ullock, cigars, etc; succeeded by Joseph Dube, Jr

Wakefield—Bertha Frankel (Mrs Philip) wife of Philip, cig mfr; files certificate, etc

Michigan

Adrian—Wm G Gidley, cigars and tobacco; deed, $2,000

Missouri

Kansas City—Ben McRay, cigars, etc, chattel mtge, $400

New Hampshire

Claremont—Thomas R Keating, cigar mfr, dead

New York

Buffalo—Elles Bros, wholesale pipes and tobacco, dissolved; W Elles succeeds

New York City—Engleman & Hirschfield, cigar mfrs; dissolved

Syracuse—Daboll & Patte, cigars, etc, petition in bankruptcy

Ohio

Bowling Green—J N Coleman, cigars; chattel mtge, $400

Dayton—Louis Chackers & Co, cigars; Harry Chackers, individually, chattel mtge, $208

Toledo—Maumee Cigar Co, cigars; dissolved

Pennsylvania

Fredericksburg—John M Hoffa, retailer and mfr cigars; judgment, $325

Hamburg—Elias Kummerer, retail tobacco; revival judgment, $400

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Sinking Springs—Charles W Steele, cigar mfr; real estate mtge, $500

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Providence—J J Quinn (firm name) wholesale and retail tobacco, etc; J J Quinn dead

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Huntingdon—American Stogie Co, mfrs cigars; damaged by fire

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787,611 Treating tobacco; John L. Daniels, Jr., New York.

787,735 Radial cigar bunch machine; Napoleon DuBrul, Cincinnati, O

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
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METAL EMBOSSED LABELS METAL PRINTED LABELS
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TELEPHONE 1561
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PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
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RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
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OLDEST MANUFACTURERS OF
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SPANISH BETUNS,
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Write for Free Samples and Particulars.
Guaranteed to be the Strongest and Best.
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FRIES & BRO.
92 Reade Street, NEW YORK

Combination
SCRAP
--Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories
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814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS

VIRGINIA PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively
JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.
Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only

Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
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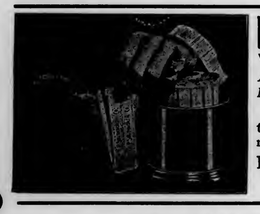

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THE AMERICAN TOBACCO CO. NEW YORK.

INTENTIONAL SECOND EXPOSURE

A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

HANDY
Cigar Box Opener

Made to work well—look well and last well. Slips into your vest pocket and takes up no more room than a flat latch key. Just the thing to tickle the trade with.

Is of best tool steel and finely nickeled—bright as a new silver dollar. Has a hardened edge that is sharp—handy to cut labels, edging and stamps—a feature the common kind don't have.

We stamp your ad clearly and deeply into each of them, so that wear can't remove it.

Don't this strike you as some thing extra good in the line of an everlasting advertisement, and a tool that would please the recipient?

They make a favorable impression on those who get them. They would help to sell more of your goods.

Why not let us fix up enough for you to give one to each of your customers? It's a splendid way to show your appreciation of their trade.

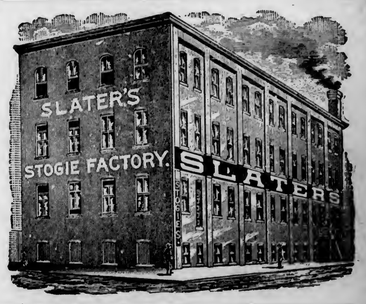
Write for prices—state quantity, and the ad wanted on.

National Selling Co.,
ALLENTOWN. PA., U. S. A.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address—
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER **STOGIES**
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



E. ROSENWALD & BRO.

THE TOBACCO WORLD

ESTABLISHED IN 1881 Vol. XXV., No. 18. | PHILADELPHIA and NEW YORK, MAY 3, 1905. | ONE DOLLAR PER ANNUM. Single Copies, Five Cents

Our Purchases of
NEW SUMATRA TOBACCO
Up to Date:

81	bales	S P | Deli
211	"	St. Cyr | Deli
110	"	Amst. Deli Co. | J H
50	"	Deli Ba My
25	"	L P C | Padang Brahrang
69	"	Mandi Angin Deli - A
301	"	S K | Deli
125	"	Sumatra Plantage My
144	"	A D C | Deli
53	"	B M | Langkat
35	"	H D | Langkat
28	"	J H M | Deli - C
1232	bales	

H. DUYS & CO.
170 Water Street,
New York
The Leading Exclusive Sumatra House

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
—THE TOBACCO WORLD—

MANETO CIGAR

GUMPERT BRO'S. Manufacturers

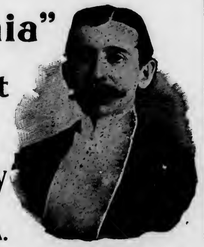
VIRTUE LIBERTY AND INDEPENDENCE

114 N. 7th St. Philadelphia

A smoke made from an honest, old-fashioned combination of good tobacco, well cured, and put together by hand. That's the **RUGBY** nickel cigar.

STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.



EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the food You Eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

ALLEN'S NAPOLEON 5¢ CIGAR

Channing Allen & Co
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836–A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F. H. POWELL'S LA FLOR DE Oxus CIGARS CELEBRATED 5¢ PHILADELPHIA CAMDEN

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

GOING SLOW IN INDIANA

Anti-Cigarette Governor Firm, but Other Officials Hesitate.

Indianapolis, Ind., April 27.

Governor Hanly evidently signed the anti cigarette bill with full knowledge of all the dust it was going to kick up, and with the firm intention of standing by his guns. He was asked what he was going to do about the law, and answered in a way to change the opinion of those who believe the Governor never intended the law to be enforced in its letter.

"The law is on the statute books," he said, "and I pledged myself and the people of the State that I would enforce it. I will see to its enforcement insofar as it is possible."

It is the opinion at the office of the Attorney General that the anti cigarette law that became effective with the publi cation of the acts is absolutely prohibitory, and that not only can cigarettes not be sold or given away, but they can not be smoked or even owned, no matter how the possessor obtained them. Attorney-General Miller will not give an official opinion on the question until he has been asked to do so officially.

Among the officials of this city there seems to be an attitude of uncertainty, which as much as anything else, probably arises from the fact that the police don't want to make themselves a laughing stock as they are likely to do if they get too enthusiastic, and the general tendency seems to be to go slow and feel the way. With some justices declaring the law a dead letter and others in the country towns grabbing off all the fines they can while the good time lasts, the city's guardians are sadly perplexed.

Some days ago Mayor Holtzman said: "Should one of our city police officers arrest a man who was smoking a cigarette, he would not be dismissed at my instance. Since there is some question as to the application of the law, I think it would be fair for the police to warn all persons smoking cigarettes before making arrests. Owing to this uncertainty, I am anxious to see the question of the law's significance established and have no doubt that a test case will soon get into the courts. Until such time, or until the Attorney General tells us just what it means, there is no definite basis to proceed on."

CIGAR FACTORY REMOVES FROM WAYCROSS TO SAVANNAH.

Savannah, Ga., April 29.

Arrangements have been made for the early removal from Waycross to this city, of the El Crecero cigar factory. It is now hoped that the plant will be in operation here in a few days, in the big building at the corner of Drayton and Macon streets.

About 25 operatives will come from Waycross with the machinery, and it is expected in a short time to increase this number to 100. V. C. Estrada will be manager of the factory.

WAREHOUSE PROPERTY SOLD.

Baltimore Buys Sites of Burnt Tobacco Buildings for $182,500.

Baltimore, Md., April 27.

The deal for the purchase of the State tobacco warehouse property in this city needed for the completion of the dock improvements on the proposed Pier 4 has finally gone through, and the property purchased by the burnt district commission for $182,500.

The sale was consummated at a joint meeting of the burnt district commission and the state board of public works, which was held in the office of Governor Warfield, in the Fidelit, building and the price was arrived at after a long struggle.

Some time ago the commission wrote to the state authorities and offered $116,000 for the property. The offer was declined, and after repeated efforts a joint meeting of the two bodies was held when the state announced that it would not take less than $225,000. The commission declined to accept these figures, and experts were asked by each body to place valuations on the property. Nine experts served on the part of the city, and the highest valuation made was $175,000. None of the state's experts put the value at a lower figure than $200,000.

The meeting consumed more than two hours, and was marked by long discussions. The state at first offered the property for $195,000 and afterward at $190,000. The city held to the figures of an expert, but finally, at the suggestion of Mayor Timanus, a compromise was effected and the sale price was unanimously agreed to.

With the acquisition of the warehouse property, the city has now obtained all the property necessary for Pier 4. It is also thought that by the sale the standard of value for other property not yet acquired in the dock district has been fixed, and that the work of purchasing the property in the district will soon be completed.

CUBAN WORKMEN STAND STILL.

Cigarmakers Have No Organization and and are not Progressing.

According to President Perkins, of the National Cigarmakers' Union, the cigarmakers in Cuba are not progressing very fast. Mr. Perkins has just returned from a tour of the island during which he studied the conditions. He says the workers have no system, and no organization worth considering.

"In Cuba," he says, "I ound a deplorable condition of affairs, as it not only concerns our trade but all others. There are estimated to be about 20,000 cigarmakers on the island, of which number about half, or 10,000, are located at Havana. The American trust has a strong hold in Havana, employing about 4,000 cigarmakers. There has been no organization worthy of being called such in our trade on the island since 1886. True, they have had the resitancia, composed of Spaniards, and the La League, composed of Cubans, but these crude organizations were divided against themselves and accomplished nothing in so far as improving the condition of the workers was concerned.

"I visited four or five large cigar factories and saw only one woman making cigars. I was informed that very few women were employed at cigarmaking on the island. There are no restrictions as to wages as far as the cigarmakers are concerned, and no restriction as to apprentices. In one shop, employing 300 cigarmakers, there were eighty-five apprentices.

"Molds and the bunch breaking and roll up system have not been introduced on the island.

"The great bulk of cigarmakers in Havana work on jobs ranging from $10 to $14 per 1,000 and they have to make very fine work and strictly on the so called Spanish style. The average wages are from $9 to $12 per week when they work a full week. Some jobs run up to $34 per 1,000, but they are the exception instead of the rule. I saw one cigar which pays $225 per 1,000 for making. The shops are all large, as a rule. They, however, have the 'Buckeye' there, in which the prevailing prices are from $5 to $8 per 1,000. These shops dispose of their product by peddling them around the streets, hotels, boats and depots."

GROWN IN THE EMERALD ISLE.

First Raised For a Century to be Sold in Dublin.

The first tobacco grown and manufactured in Ireland for over a century and placed on the market under ordinary conditions will be on sale in Dublin and elsewhere throughout Ireland in six weeks It has been grown by Colonel Everard, of Randlestown, in Meath, who last year visited America and submitted some samples of it to connoisseurs, who warmly commended it.

The tobacco is said to be of excellent quality, and the success of Colonel Everard in its culture and cure confirms the opinion long held by a section of Irish agriculturists, that the island, and especially the eastern portion of the country, is fitted for tobacco culture.

Colonel Everard has raised a crop of 1,000 pounds to the acre at Randlestown, and is confident that the results he has attained can be attained in the majority of the Irish counties. But there is a cloud in this bright sky for Irish agriculturists. The government looks coldly upon its project to turn Ireland into one of the tobacco growing countries, and has up to the present refused any rebates on Irish grown tobacco If it persists in its refusal tobacco growing can scarely become profitable; but Colonel Everard, who is a unionist, is still hopeful of inducing the government not to dash the bright prospect.

WILL OHIO BANISH CIGARETTE.

There is Some Talk Which Probably Wont Amount to Much.

Cleveland, O., April 28.

Legislators in this State are evidently getting jealous of all the notoriety which is being gained by their neighbors across the Indiana line, and some of them are beginning to talk anti cigarette themselves. In fact if nothing happens to make it ridiculous, it is probable that an attempt will be made to introduce a prohibitory cigarette law at the next session of the legislature.

Of course some of the newspapers are taking the matter up at the first hint of such an action, and are inclined to exaggerate the sentiment. Nevertheless, it is known that some of the members of the legislature are in favor of such a measure, although no particular one has yet allowed his name to be used in a quotation.

"If the Republicans of Cuyahoga county see fit to renominate me as a candidate for the house of representatives I shall make it one of my first duties to thoroughly inquire into the anti cigarette laws of Indiana and Wisconsin with a view of introducing a bill calling for similar legislation in this State," said one member of the Cuyahoga delegation to the lower house.

It is expected that church organizations, the Anti-Saloon league, W. C. T. U., and similar influences will combine for the purpose of urging and supporting the passage of an anti cigarette bill in this State.

Those favoring anti-cigarette legislation predict that every school teacher in the State will be personally appealed to and the weight of their influence toward legally ostracizing the cigarette from Ohio.

NEW TOBACCO PUBLICATION.

Clinton M. Schultz will Start One for Farmers and Warehousemen.

Clinton M. Schultz, publisher of the Southern Tobacconist and Modern Farmer, has applied for a charter to publish a weekly paper in the interest of the Inter-State Tobacco Growers' Association of Virginia. The style of the corporation will be The Farmers' Co Operative Publishing Co., and the concern is starting with a capital stock of $15,000. The name which the new paper will bear has not yet been announced.

Mr. Schultz said that he would probably print the organ in Danville and said that he would devote the columns of the paper to market and crop reporting and to the work of organization. The journal will also be printed in the interest of warehousemen as well tobacco growers. Mr. Schultz says that he will cover the situation as no paper at present covers it.

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C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
—THE TOBACCO WORLD—

[redacted]

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

A smoke made from an honest, old-fashioned combination of good tobacco, well cured, and put together by hand. That's the **RUGBY** nickel cigar.
STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

EISENLOHR'S Cinco CIGARS Philadelphia

Clean as the Food You Eat
Vesper CIGAR 5

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKLEBY, 5c.

NAPOLEON 5¢
Channing Allen & Co
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4886-A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

WHITE KNIGHT
CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F. H. POWELL'S LA FLOR DE Oxus CELEBRATED 5¢ CIGARS PHILADELPHIA CAMDEN

E. A. CALVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

GOING SLOW IN INDIANA

Anti-Cigarette Governor Firm, but Other Officials Hesitate.

Indianapolis, Ind., April 27.

Governor Hanly evidently signed the anti cigarette bill with full knowledge of all the dust it was going to kick up, and with the firm intention of standing by his guns. He was asked what he was going to do about the law, and answered in a way to change the opinion of those who believe the Governor never intended the law to be enforced in its letter.

"The law is on the statute books," he said, "and I pledged myself and the people of the State that I would enforce it. I will see to its enforcement insofar as it is possible."

It is the opinion at the office of the Attorney General that the anti cigarette law that became effective with the publi cation of the acts is absolutely prohibi tory, and that not only can cigarettes not be sold or given away, but they can not be smoked or even owned, no matter how the possessor obtained them. Attorney-General Miller will not give an official opinion on the question until he has been asked to do so officially.

Among the officials of this city there seems to be an attitude of uncertainty, which as much as anything else, probably arises from the fact that the police don't want to make themselves a laughing stock as they are likely to do if they get too enthusiastic, and the general tendency seems to be to go slow and feel the way. With some justices declaring the law a dead letter and others in the country towns grabbing off all the fines they can while the good time lasts, the city's guardians are sadly perplexed.

Some days ago Mayor Holtzman said: "Should one of our city police officers arrest a man who was smoking a cigarette, he would not be dismissed at my instance. Since there is some question as to the application of the law, I think it would be fair for the police to warn all persons smoking cigarettes before making arrests. Owing to this uncertainty, I am anxious to see the question of the law's significance established and have no doubt that a test case will soon get into the courts. Until such time, or until the Attorney General tells us just what it means, there is no definite basis to proceed on."

CIGAR FACTORY REMOVES FROM WAYCROSS TO SAVANNAH.

Savannah, Ga., April 29.

Arrangements have been made for the early removal from Waycross to this city, of the El Crecero cigar factory. It is now hoped that the plant will be in operation here in a few days, in the big building at the corner of Drayton and Macon streets.

About 25 operatives will come from Waycross with the machinery, and it is expected in a short time to increase this number to 100. V. C. Estrada will be manager of the factory.

WAREHOUSE PROPERTY SOLD.

Baltimore Buys Sites of Burnt Tobacco Buildings for $182,500.

Baltimore, Md., April 27.

The deal for the purchase of the State tobacco warehouse property in this city needed for the completion of the dock improvements on the proposed Pier 4 has finally gone through, and the property purchased by the burnt district commission for $182,500.

The sale was consummated at a joint meeting of the burnt district commission and the state board of public works, which was held in the office of Governor Warfield, in the Fidelit, building and the price was arrived at after a long struggle.

Some time ago the commission wrote to the state authorities and offered $116,000 for the property. The offer was declined, and after repeated efforts a joint meeting of the two bodies was held when the state announced that it would not take less than $225,000. The commission declined to accept these figures, and experts were asked by each body to place valuations on the property. Nine experts served on the part of the city, and the highest valuation made was $175,000. None of the state's experts put the value at a lower figure than $200,000.

The meeting consumed more than two hours, and was marked by long discussions. The state at first offered the property for $195,000 and afterward at $190,000. The city held to the figures of an expert, but finally, at the suggestion of Mayor Timanus, a compromise was effected and the sale price was unanimously agreed to.

With the acquisition of the warehouse property, the city has now obtained all the property necessary for Pier 4. It is also thought that by the sale the standard of value for other property not yet acquired in the dock district has been fixed, and that the work of purchasing the property in the district will soon be completed.

CUBAN WORKMEN STAND STILL.

Cigarmakers Have No Organization and and are not Progressing.

According to President Perkins, of the National Cigarmakers' Union, the cigarmakers in Cuba are not progressing very fast. Mr. Perkins has just returned from a tour of the island during which he studied the conditions. He says the workers have no system, and no organization worth considering.

"In Cuba," he says, "I ound a deplorable condition of affairs, as it not only concerns our trade but all others. There are estimated to be about 20,000 cigarmakers on the island, of which number about half, or 10,000, are located at Havana. The American trust has a strong hold in Havana, employing about 4,000 cigarmakers. There has been no organization worthy of being called such in our trade on the island since 1886. True, they have had the resitancia, composed of Spaniards, and the La League, composed of Cubans, but these crude organizations were divided against themselves and accomplished nothing in so far as improving the condition of the workers was concerned.

"I visited four or five large cigar factories and saw only one woman making cigars. I was informed that very few women were employed at cigarmaking on the island. There are no restrictions as to wages as far as the cigarmakers are concerned, and no restriction as to apprentices. In one shop, employing 300 cigarmakers, there were eighty-five apprentices.

"Molds and the bunch breaking and roll up system have not been introduced on the island.

"The great bulk of cigarmakers in Havana work on jobs ranging from $10 to $14 per 1,000 and they have to make very fine work and strictly on the so called Spanish style. The average wages are from $9 to $12 per week when they work a full week. Some jobs run up to $34 per 1,000, but they are the exception instead of the rule. I saw one cigar which pays $225 per 1,000 for making. The shops are all large, as a rule. They, however, have the 'Buckeye' there, in which the prevailing prices are from $5 to $8 per 1,000. These shops dispose of their product by peddling them around the streets, hotels, boats and depots."

GROWN IN THE EMERALD ISLE.

First Raised For a Century to be Sold in Dublin.

The first tobacco grown and manufactured in Ireland for over a century and placed on the market under ordinary conditions will be on sale in Dublin and elsewhere throughout Ireland in six weeks It has been grown by Colonel Everard, of Randlestown, in Meath, who last year visited America and submitted some samples of it to connoisseurs, who warmly commended it.

The tobacco is said to be of excellent quality, and the success of Colonel Everard in its culture and cure confirms the opinion long held by a section of Irish agriculturists, that the island, and especially the eastern portion of the country, is fitted for tobacco culture.

Colonel Everard has raised a crop of 1,000 pounds to the acre at Randlestown, and is confident that the results he has attained can be attained in the majority of the Irish counties. But there is a cloud in this bright sky for Irish agriculturists. The government looks coldly upon its project to turn Ireland into one of the tobacco growing countries, and has up to the present refused any rebates on Irish grown tobacco If it persists in its refusal tobacco growing can scarely become profitable; but Colonel Everard, who is a unionist, is still hopeful of inducing the government not to dash the bright prospect.

WILL OHIO BANISH CIGARETTE.

There is Some Talk Which Probably Wont Amount to Much.

Cleveland, O., April 28.

Legislators in this State are evidently getting jealous of all the notoriety which is being gained by their neighbors across the Indiana line, and some of them are beginning to talk anti cigarette themselves. In fact if nothing happens to make it ridiculous, it is probable that an attempt will be made to introduce a prohibitory cigarette law at the next session of the legislature.

Of course some of the newspapers are taking the matter up at the first hint of such an action, and are inclined to exaggerate the sentiment. Nevertheless, it is known that some of the members of the legislature are in favor of such a measure, although no particular one has yet allowed his name to be used in a quotation.

"If the Republicans of Cuyahoga county see fit to renominate me as a candidate for the house of representatives I shall make it one of my first duties to thoroughly inquire into the anti cigarette laws of Indiana and Wisconsin with a view of introducing a bill calling for similar legislation in this State," said one member of the Cuyahoga delegation to the lower house.

It is expected that church organizations, the Anti-Saloon league. W. C. T. U., and similar influences will combine for the purpose of urging and supporting the passage of an anti cigarette bill in this State.

Those favoring anti-cigarette legislation predict that every school teacher in the State will be personally appealed to and the weight of their influence toward legally ostracizing the cigarette from Ohio.

NEW TOBACCO PUBLICATION.

Clinton M. Schultz will Start One for Farmers and Warehousemen.

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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1845
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra
AND
Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF
HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana
27 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.
Y & N

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE

5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

LEST YE BEAR FALSE WITNESS.

I came across an article in one of the largest daily papers last week which started this way:

An inquiry made of students in the Ohio State University as to how many cigarettes the ordinary smoker will consume in a year has developed the fact that ten average students, none of them regarded as unusual fiends, smoke 25 000 in the college year of 8½ months. The investigators were greatly surprised at the result of their investigations.

So am I. I'm not surprised in any such ignoramus way as these "investigators" but I'm wondering whether they don't get any decent cigarettes in the University town.

If anybody took the trouble to buy twenty five thousand cigarettes and piled them up in a heap, they would make something of a pile, and would doubtless appall any ten smokers who looked the bunch over, with only one match amongst them. The amount of food we eat in a year piled up in the same picturesque way would excite the same feeling of impotent awe.

It's the unfairness of thus flinging totals at people's heads, in an effort to create a startling and utterly wrong impression. When the investigators announce their horrible findings. they do it in such a way that the reader gets the single, striking impression of ten, immature, sickly students frantically puffing up TWENTY-FIVE THOUSAND cigarettes. The time it takes them to do it is lost sight of.

That being the case, we will do a little figuring on our own hook.

There are 25,000 cigarettes to be smoked, and ten men to smoke them; they have got eight and a half months to do it in. There are about 260 days in the college year.

Accordingly each man, in 260 days must smoke 2,500 cigarettes and a fraction—not even an entire ordinary pack of ten.

As a matter of fact, I am perfectly willing to admit that the usual cigarette smoker considerably exceeds this average. In fact a man doesn't get into the fiend class until he is burning up forty or fifty a day, often more.

I know one man in particular, who possesses one of the brightest, most receptive and most reflective minds I have ever been fortunate enough to benefit by, who used to smoke ten or twelve Virginia cigarettes while writing an article or letter that might not occupy him longer than an hour. I don't know whether he is still doing it for I haven't seen him for two or three years. I wouldn't recommend anyone to follow his example, but so far as I could tell he was apparently as well as ever after I had seen him smoke that way for three years.

But let us go a little further in our calculations We left the college student smoking his nine and a fraction cigarettes a day, and by imputation of his investigators, digging his own early grave.

Few cigarettes will burn more than 8 minutes, Turkish and kindred varieties don't last that long, neither does the one a man rolls for himself.

But allowing an average of eight minutes to the smoke and multiplying that by nine and a half, we get the alarming result of seventy six minutes, or an hour and a quarter, which the college student steals from the twenty four for his smoking. A little more than one twenty-fourth of his time is thus occupied

We will now pass on to the harmless cigar, that innocuous, innocent article that is always prescribed the cigarette smoker by his censors.

An ordinary cigar smoker will average eight cigars a day. Indeed there are so many men whom I can think of at this moment who smoke more than double that number that I pat myself on the back for making the average so low. Taking the same 260 days, and counting ten smokers with the daily average of eight cigars, we have a total of 20,800, or 420 less than the cigarette average. That's pretty good, but that's not the way to look at it

A decent cigar will burn at least forty minutes. Many men can make their smoke last them a full hour. We'll say forty minutes. Eight times forty minutes make 320 minutes, or five hours and twenty minutes that the cigar smoker gives over to his habit Four hours longer, and more than four times so long as the college boy on his stint of nine and a fraction. The cigar smoker is puffing busily away during one-third of his waking hours, and probably seventy five per

(Concluded on page 36)

Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

IF YOU WANT to be in HAVANA
Smoke CAMELA 5c. Cigars
MADE BY
HENRY HEYMANN'S SONS
Office, No 614 Betz Building, Philadelphia.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia
Hollard's

F. V. ESHLEMAN,
1600 Arch Street, Philadelphia,
MAKER OF

HAVANA CIGARS
A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

NOW is the time, Mr. Retailer, when you can get in your best licks with advertising window cards. It's a well known fact that advertising of this nature secures more attention and obtains better results in the mild half of the year than in the cold weather. People move slower, loiter more, and are more ready to be beguiled in the spring and summer, and so this is just the time you want to get busy.

There is a pulling power, in a good window card, that can hardly be overes timated. You have doubtless noticed yourself, that whenever you have suddenly come across a display of smoker's goods that was particularly novel or tasty, you have experienced a sudden desire to smoke. You know, if you are a pipe smoker, that you have never gone by another man's window full of handsome pipes but what you wanted one, just like any ordinary consumer.

Well, the window card is to attract the attention of the man who is accustomed to passing shop windows without looking in. He is the man who would pass by a hundred windows, and if they contained nothing but the regular stock, would never hesitate.

A card is bound to be conspicuous. The artistic lettering, surrounded by an area of white card will compel the passer by's eye as nothing else among the ordinary forms of display. It is human nature to want to read every announcement that is put up in black letters and meant to be read.

Notice the crowds that stop in front of every newspaper office to read the bulletins, and you will be able to pick out half of them who wouldn't care two straws what was on the bulletins, but who stop just for the sake of reading them.

Just so, the man who passes your window card. He reads the sign as a matter of course without expecting or caring much, but if you have said anything on the card, and he is a smoker, as he probably will be, you have got his interest at once.

One man the writer knows of, used to go out every pay day and walk around among the cigar stores. He read the offers in the windows and sampled all that happened to hit his fancy. He would come home loaded down with stuff in a varied assortment, and he got as much fun out of it as the boy who goes to buy his Fourth of July fire works. He and his friends usually managed to get rid of the stuff before the next pay day.

Find some particular thing to call attention to, and if you haven't any particular bargain to offer, select some one thing to call attention to. You can t secure any results from a general card, such as; Our Goods Are the Finest in Town; We Defy Competition. Nobody is impressed with such truck as that. Ask any dealer, and he will be likely to tell you that he sells the best in town. If he told you you could get something better around the corner, you would consider him a lunkheaded chump, and walk out of his store.

Advertise one thing at a time, and change your cards frequently. There is no better way of keeping your store in the public mind than by changing its appearance frequently. The store that presents the same window front week in and week out might as well keep its curtains down, so far as the regular passers-by are concerned, because it enters into the regular perspective as much as a barber's pole, and nobody sees a barber's pole unless he is looking for one. You don't want to depend on customers who are looking for a cigar store, unless they are looking for yours.

As a matter of fact, a cigar dealer of experience ought to be an advertising expert. If he has been in the business for any length of time, he has seen dozens and dozens of different brands of cigars and smoking tobacco put on the market and advertised by every method known to advertising.

The dealer is the best judge in the world of how much success the different brands have met with, and how far mere advertising can go when not backed by quality. He has seen good cigars fail to catch on because they weren't boomed enough, and he has been able to note just how much the average consumer is impressed by clever promises made in advertising.

In a word, his experience ought to enable him to guage the probabilities of human nature, as responsive to advertising, and he ought to reap a golden benefit from this knowledge. Very few dealers are experts in this direction, though, probably because they don't put their minds on it. A dealer ought to keep tab on every new brand of any importance that is put on the market, and watch not only his own sales of it, but those in other localities, which he can often learn with fair accuracy by hearsay, provided the one who supplies the information has no ax to grind.

The writer, for instance, has no doubt, whatever, that he could start out in any city, and in two hours, secure an accurate estimate of how well any particular cigar was selling. When the dealer has determined that the cigar is not selling, he should try to settle in his own mind why it is not, and if it is selling, he should discover the reasons. It sounds like a lot of trouble and moon dreaming, but it pays.

Goods are being sold more and more every day on the strength of advertising, and the advertising that tells the public about a cigar and then sets it down in your store will soon not be enough. You will have to continue the good work to get the customer in your store.

And to hark back to the beginning of the article, the best way to do that is by window cards, and the best time to do it is now. The more you know about advertising methods and their probable results, the better and more successful window cards you will contrive.

The appeal to the public is the same, whether it occupies an entire page in a great newspaper, or the entire side of a building. You must have something quick and short to say and a reason for saying it. It's easy enough to attract attention, but if you haven't any excuse to back you up when you've caught the attention, you're in the position of the boy who arrests a friend by calling his name, and then asks him how far he would have been if hadn't stopped him.

When you get ready to write your window card, select from your offers the best one or two, according to the number of cards you want to write, and make the offer or offers in the briefest, and at the same time most forcible, manner you can command In making your selection, put yourself in the place of your customer, and try to imagine what would make the most impression on you. If you can get yourself into a frame of mind where you feel like taking advantage of your own offer, then you have got the right sort of material for a card.

• • •

THEY'RE THE BEST BUT THEY COME HIGH.

"THE best cigar box is made of Spanish cedar," said a Milwaukee tobacconist. "All our imported cigars come in Spanish cedar boxes. Look here."

He opened a box of beautiful, costly cigars, and the odor diffused through the shop was indescribably pleasant, an odor half of tobacco, half, as it seemed, of spices.

"That spicy smell—do you notice it?" said the dealer. "Well, that is the smell of the Spanish cedar. It communicates itself to the cigars, and so delicate and subtle is it that it actually improves their flavor.

"If we put up our goods in chestnut or walnut or pine boxes the flavor of the wood, impregnating the tobacco, would ruin the cigars entirely; hence moderately good cigars are put in a box that is quite odorless, and the best cigars are put up in this aromatic and costly box."

• • •

A PERFECT PIPE.

A. FRANKAU, the pipe manufacturer of London, has a pipe on the market which the company declares is perfect. It is their Morell MacKenzie pipe and is universally known on the other side of the water. Its specialty is a patent cartridge of absorbent paper which is placed in the stem, and which takes up all acrid matters which are likely to pass into the mouth of the smoker. Sir Morell MacKenzie is one of the most noted physicians of the kingdom, and the pipe received its name as the result of the distinguished medico's approval of it. A package of cartridges accompanies the pipe.

KEEP THE SUMMER DUST OUT OF YOUR STORE.

NOW that spring is here and it is warm enough for dealers to leave their store doors open, it is well to remember that this privilege brings an extra penalty. The store has to be cleaned much more frequently if it is to look as clean as it ordinarily does during the winter time.

The spring and summer winds are likely to blow clouds of dust in the store at frequent intervals, and this has its effect on the appearance of the store and stock.

For some reason, dirt shows much plainer in summer than in winter and the average customer hates to walk into a dirty or dingy store. It is hard enough to get a man indoors on any account during the hot weather, but it is a good deal easier to get him into a clean, cool and inviting looking establishment than one of the sort that shows the results of neglect.

The average retailer now a days has to fight for every dollar's worth of trade that cuplicates, and he must do it by observance of small details.

Don't be less enterprising than the apple man on the corner who never grows tired of putting an extra polish on his goods so they may the more easily attract the fickle eye of the consumer.

• • •

MONUMENT TO THE CIGARETTE.

A LAFAYETTE, Ind., tobacco dealer who is also a humorist, has arranged the interior of his show window, to represent a miniature graveyard, prominent in which is a mound backed by a tombstone. This bears the following epitaph:

THE CIGARETTE.

PEACE TO ITS ASHES.

Killed by the Indiana Legislature, February, 1905.

It is reported that many a fiend drops a tear as he passes by on his nerve racked way

• • •

JAPANESE EMPRESS SMOKES SILVER PIPE.

A SILVER tobacco pipe with a stem ten inches long is used by the empress of Japan. The bowl is small; in fact, only a quantity of tobacco sufficient to give the smoker two or three whiffs can be put into it, then the ashes are knocked out and the pipe is carefully cleaned before it is refilled—a process gone through many times in the course of an afternoon.

• • •

T. B. ERWIN and H. C. Meyer, of Britt, Iowa, have invented a machine for automatically selling cigars, which consists of an apparatus for vending cigars from a box or other receptacle in which the cigars are packed in separate holders, which are attached at intervals of equal length to a flexible web or strip, preferably of paper. The construction makes it impossible for persons to obtain articles from the machine by fraudulent means. The improvement may be embodied in machines for vending other articles.

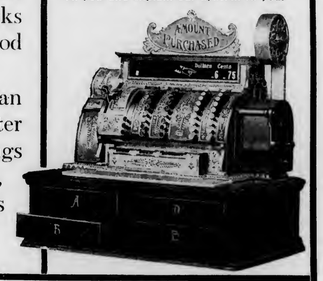
National Cash Registers make careful and ambitious clerks. Your clerks will welcome the handling of the five most important daily transactions in your store—cash sales, credit sales, money received on account, money paid out and money changed—by an accurate, automatic system. Each clerk has his separate cash-drawer so that he is only responsible for the transactions which he handles.

Lighten the burden placed on your clerks and you have their good will.

The good will of an employe means greater efficiency. This brings satisfied customers, increased business and more profits.

A National Cash Register furnishes a complete system for handling the transactions in any retail store.

Let one of our representatives call on you and explain our system to you.



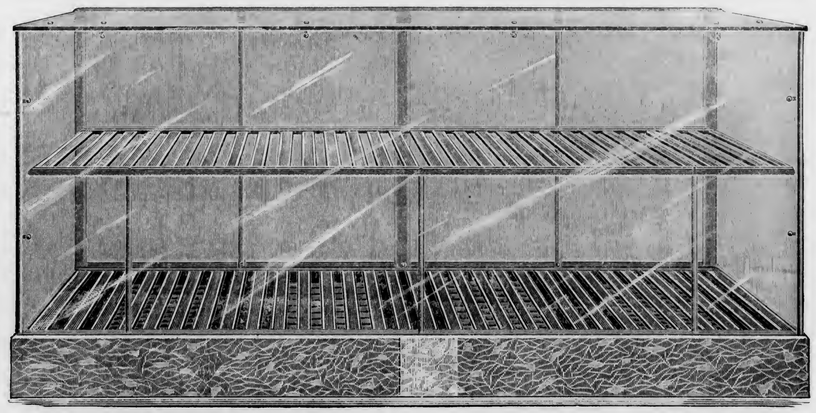
NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a_____store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

Name
Address
No. Clerks

Please Mention The Tobacco World

"THE 400's" CIGAR CASE.



ARE YOU IN IT? Supplying "The 400" with their favorite Cigars? If not, "GET IN IT"

By using "The 400's" Cigar Case. This new and elegant style of case is made without frame, either of wood to get shabby, or metal to tarnish and require cleaning. Nothing exposed to wear or view except Plate Glass and Marble. All cases are fitted with racks and water trays. Dimensions as follows: Top light, 26 inches wide; front light, 34 inches wide; marble base, 7¼ inches wide; 42 inches high over all. These dimensions can be varied. Made any length from three to fourteen feet with one light in top and front. Price, $9.50 per foot.

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No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

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G. H. BOESCH,
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SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
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Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

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Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

AMERICAN TOBACCO CO. BUYS HEAVILY IN HAVANA.

The Combine's Buyers Took Nearly 2,000 Bales Out of the Market During the Week, Most of Which Was of Low Priced Goods. Other Activity Shown in Spite of Easter Vacation.

[Special Correspondence of The Tobacco World.]

HAVANA, April 24, 1905.

Quite a movement took place in the Havana market notwithstanding the fact that the past week was Holy Week and the majority of the business places were accordingly shut up from Thursday afternoon till Saturday morning.

The trust was the heaviest single purchaser, as it took from 1,500 to 2,000 bales of old Vueltas out of the market, mostly low priced goods. The independent manufacturers from the North, and also from here, operated quite largely in old and new crop styles, however, so the aggregate sales reached a fair total, considering the season of the year.

Prices remain firm with a hardening tendency, as the dealers have refused to accept bids which did not come up to their expectations on all vegas which will keep during the summer. Partido tobacco seems in no demand at the moment, although if it should prove true that the new crop will give us a smaller amount of fillers than usual, there ought to be a call for it later on.

Remedios tobacco is actively solicited, but as the stocks are insignificant in Havana, while for the few unsold parcels very high figures are asked, no business can be done to merit attention.

As far as the new crop of Vuelta Abajo is concerned one large Northern manufacturer stated to your correspondent that, from what he had seen so far, he believed the 1905 crop would be about evenly divided in the styles produced by the 1902 and 1903 growths, or in other words one half would be of the desired light, aromatic quality, while the remainder would be of the heavy, rank and uncured yellow leaf, which caused such a heartburn to all manufacturers who were finally compelled to use it because there was no better to be found, but which hung as a drug on our market for over two years.

The explanation is easily to be found in the state of the atmosphere, as part of the crop had beneficial, timely rains, while the remainder was raised and harvested without the showers. As Vuelta Abajo is principally used by the clear Havana industry, and only a small part for the so-called seed and Havana cigars, light, aromatic fillers are chiefly called for here as well as in the United States.

Partido wrappers owe their popularity to the lighter colors of the leaf, and notwithstanding all the agitation made so far, are still more called for than ever. The difference in the taste of a Vuelta Abajo wrapper and one from the Partido is as day to night; still the smoker who wants to please his eye more than his palate prefers the latter, because he imagines a light colored wrapper must be indicative of a mild tasting cigar.

The Remedios crop may be a trifle larger than at first anticipated, provided the green tobacco on the poles should dry off in good condition.

Sales

during the past week run up to 5,311 bales in all, or 4,846 of Vuelta Abajo, 115 of Partido and 350 bales of Remedios. The American buyers took 2,195 and the local manufacturers and a few dealers 3,116 bales.

Exports during the week just past were 3,840 bales to the various ports of the United States and 25 bales to Buenos Ayres.

Buyers Come and Go.

Arrivals: Oscar Reinach, of Fernandez Hnos. & Co., E. J. Stachelberg, of M. Stachelberg & Co., Tampa; Milton Herold and C. G. Delone, of the Loeb-Nunez Havana Co., Philadelphia; Albert Kaffenburgh, of I. Kaffenburgh & Sons, Boston; Simon Batt, of S. Batt & Sons, B. Wasserman and Sam Wasserman, of B. Wasserman Co., Victor Ettlinger, of E. Hoffman & Sons, New York.

Departures: John Fielding, Fred Davis, Simon Batt, Alfred Meyer, Bruno Diaz, for New York; Milton Herold and C. G. Delone, for Philadelphia; Joaquin Hedesa and Jose F. Iribarren, for Key West, Tampa and New York; Sol G. Salomon, for Vera Cruz, Mexico.

Havana Cigar Manufacturers

this week worked only four days instead of six, as all of the factories shut down on Thursday and started up again today. Business is slack, and there is no incentive yet to hurry the few accumulating orders, which are mostly from the United States and South America.

H. Upmann & Co. are doing a satisfactory business in the famous H. Upmann brand, and shipped 400,000 cigars last week.

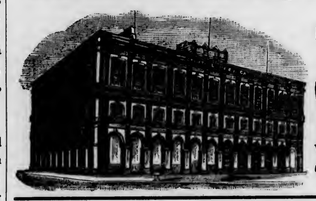
Cifuentes, Fernandez & Co. work the same as previously reported on Flor de Tabacos de Partagas & Co.

Por Larranaga cannot complain, as Don Antonio J. Rivero, the manager, holds good orders from the United States and Canada.

Rabell, Costa, Vales & Co. bought 500

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

EDEN CIGAR FACTORY

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BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA. CUBA.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands.
SOL and LUIS MARX
Consulado 91, HAVANA.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA
Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
83a Amistad St., Habana, Cuba.
Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

Bruno Diaz B. DIAZ & CO. R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

PARTAGAS
Independent Cigar Factory
The Oldest Brand — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

bales of Vuelta Abajo this past week, a sure sign that Ramon Allones must have orders.

Behrens & Co. are quite contented with business in their Sol factory.

J. F. Rocha & Co. are buying heavily of the new crop, and while their Crepusculo factory may be temporarily less busy, they are looking forward to an active season this summer and fall.

Calixto Lopez & Co. continue to receive good orders for Eden cigars from Germany.

Rafael G. Marques, in his High Life factory, is as busy as ever in making shipments to Spain.

Buying, Selling and Other Notes of Interest.

Santaella & Co. purchased 700 bales of Vuelta Abajo.

Manuel Lazo sold 1,500 bales of old and new Vuelta Abajo. He will move to 199 Manrique street on May 1, where he will have larger accommodations for his increasing business. He has bought quite heavily of the new crop, and among his purchases is the famous vega of Pinar del Rio, El Incinan.

Fred Davis was a buyer of nearly 400 bales of Vuelta Abajo for his firm of Sam I. Davis & Co.

Manuel Garcia Pulido made some good sized sales of old and new leaf, amounting to 950 bales.

Oscar Reinach has secured between 200 and 300 bales of Vuelta Abajo and Remedios leaf for the Fernandez Hnos. Co., of Tampa.

Loeb-Nunez Havana Co. disposed of 300 bales of Vuelta Abajo and Remedios leaf. Milton Herold, the secretary of the company, brought some good orders along, and posted himself thoroughly about the new crop.

Simon Batt has made some purchases of the new leaf already, and as usual selected only the finest for his La Verdad factory, which will thus be in a condition to compete successfully with any Northern factory.

Jose F. Rocha closed out 300 bales of Vuelta Abajo.

S. L. Goldberg e Hijos have done an excellent business, as they had a number of customers to attend to.

A. M. Calzada & Co. sold 225 bales of Vuelta Abajo. They bought two large vegas of Vuelta Abajo in Las Ovas and Paso Viejo which they will pack themselves. They shipped 60 bales to one of their Tampa customers.

David del Monte has made some good, large sized purchases of old and new leaf, but refuses to give further particulars. He is still in town and hard at work.

A. Pazos & Co. sold 215 bales of Vuelta Abajo and Partido during the past week.

Voneiff & Vidal Cruz continue actively at work stripping for their customers. Don Francisco Vidal Cruz will start his Vuelta Abajo escojida at the beginning of May.

G. Salomon y Hnos. turned over 197 bales of Vuelta Abajo, and while Don Sol has gone to look at their Mexican leaf interests, Don Harry has gone to Manicaragua, thus leaving Don Jose Gonzalez at the helm in Havana.

The Norma Martinez Cigar Co. has bought 250 bales of high grade Vuelta Abajo leaf.

Bruno Diaz & Co. disposed of 160 bales of Vuelta Abajo, including 10 bales of new Partido wrappers, to a local factory.

Manuel Suarez & Co. are very busy here, while Don Jose Mendelsohn keeps up the good work at the New York end.

Fernando Gutierrez & Co. made a few small sales, amounting to 146 bales of Vuelta Abajo, to local factories and also to one Northern manufacturer. They start today the escojida of their famous vega Cayo la Rosa in the Partido district.

Jose F. Iribarren has established himself at 94 Dragones street as a dealer in leaf tobacco, and intends to make several escojidas in the Vuelta Abajo and Partido sections, with the assistance of Don Alfredo Valdez, who was formerly with the Luis Martinez Havana Co. Don Jose left last Tuesday on a business trip to Key West, Tampa and New York to see his various customers personally.

Rodriguez, Bautista & Co. sold 140 bales of Vuelta Abajo. They started their Artemisa packing last week, and at the head of it is Don Manuel Santi Banez, the well known and intelligent veguero. They expect to open their San Antonio de los Banos packing on May 1, under the supervision of the highly esteemed and experienced veguero Don Jose Mendez Sierra. Your correspondent saw these vegas personally and they contained some of the finest, silkiest, light colored leaf that could be raised.

Jose Menendez closed out 128 bales of Vuelta Abajo last week.

Aixala & Co. have secured and purchased extensively of the finest grown vegas in the famous Tumbadero district. They paid a very high price for one large vega and will commence packing early in May in San Antonio de los Banos. Of Remates they have bought sufficient to make 2,500 bales, and will open their escojida there about May 15.

Sobrinos de A. Gonzalez continues to buy heavily in the Vuelta Abajo and Partido.

Garcia & Co. shipped 335 bales of leaf per steamer Morro Castle, but Don

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 03 Broad Street, New York.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
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GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
The Smokers' Favorite Brands. RED LION, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frasach.

R. & B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
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OFFICES:
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SCHOENER. CABLE ADDRESS "TACHUELA"

J. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
182 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
131 LINDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "Hirsch."
Joseph Hirsch & Son
2 & 4 VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK

Manuel is non-committal as regards his doings in the country, although it is known they have already operated extensively.

Muniz Hnos. & Co. have bought 65,000 matules of Remedios leaf in Santi Spiritu, paying as high as $14 to $15 per qq, which is a very high figure. They expect to open their escojida about June 1.

Antonio Suarez has opened his packing in La Salud, and has purchased largely of this year's crop of Partido.

Jose H. Cayro e Hijo are working already in their Vuelta Abajo escojida at Puerta del Golpe, and will shortly start two packings in La Salud and Santiago de las Vegas.

On account of a cry of fraud raised by a local contemporary, that other than Cuban leaf was returned to the port of Havana lately, special experts among dealers and manufacturers were appointed to examine the importations. Two of the latter were declared to be unmistakable Vuelta Abajo and Remedios. The third lot, however, brought here from Germany, was declared by one set of experts as not being of Cuban origin, while another set of experts declared it to be Partido leaf.

This has created a momentary stir, but it is hard to understand how any foreign tobacco could be brought here with the stringent rules adopted to prevent any smuggling of foreign leaf, unless there was collusion between the exporters and the custom house officials abroad. The manufacturers and dealers here are too jealous of their interests to permit any smuggling of another country's tobacco, as it would destroy the supremacy of the leaf which Cuba enjoys.

The upshot of this may be that a law will be passed to prohibit the free re-importation of Cuban leaf, and that in future all tobacco or cigars will have to pay $5 per pound duty, whether foreign or re imported Cuban leaf.

Receipts From the Country

	Week Ending April 22. Bales	Since Jan. 1. Bales
Vuelta Abajo	624	11,147
Semi Vuelta	113	934
Partido	77	2,138
Matanzas	2	11
S. Clara & Remedios	58	8,664
Santiago de Cuba	—	4,633
Total	874	27,527

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, May 1, 1905.

The retail market picked up again with the passing of Easter, and though a good many people returned from their outing apparently broke, there was still enough money to buy smoking. There were one or two days of the week when the weather was pretty rocky, but according to several Broadway dealers the week averaged up satisfactorily.

Now that May has come around again and the store doors can be left open as a regular thing, business will be on the boom; at least until, as was stated in last week's letter, the beaches and resorts open.

The commencement of the base ball season is also a factor in stimulating trade, together with the early arrival of the open street cars.

• • •

Of course, the manufacturers are benefiting by the good retail business, but according to reports picked up here and there last week, orders are coming in pretty evenly from all over the country. The manufacturers are still grumbling on account of the prices they have to pay for their leaf, but a number of them are finding consolation in the fact that business is so good that they have to buy it. If the season was so flat that the majority of the manufacturers would have to lay off hands instead of advertising for them, they would be in much worse shape than they are now placed in by the uniformly high quotations in the leaf market.

Very few complaints are heard from such traveling men as are returning from their trips or passing through the town, and there seems to be a reasonable certainty of a steady spring and summer.

There was little doing in the leaf market, although the latter part of the week saw a few transactions, enough to prove that there is still demand. Sumatra is selling well, despite the high prices, although several buyers, after making inquiry, held off with the idea that the prices will later break. Some little business was done in Pennsylvania goods, with a fair demand for Connecticut Havana seed. There was not so much done in Havana goods as was the case two or three weeks ago, but the dealers who make a specialty of this variety of tobacco believe that the lull will be temporary.

• • •

New York will be well represented at the annual convention of the National Cigar Leaf Tobacco Association which opens in Lancaster today, and it seems fairly certain that President A. Bijur will be elected to succeed himself. The general sentiment is that Mr. Bijur has served the organization most faithfully and has not hesitated to sacrifice his own time and interests to the betterment of the association. Mr. Bijur is one of the best informed and most progressive men in the leaf business in this city and country, and the association is to be congratulated on being able to secure the services of such a leader.

• • •

The officers and directors of the Independent Tobacco Manufacturers' Association met at the Hotel Astor last Tuesday and discussed, principally, the resignation of John Landstreet and the R. A. Patterson Tobacco Co. of which Mr. Landstreet is President. It was decided that no immediate attempt be made to fill this vacancy, First Vice-President H. J. Miller serving in the executive chair until the next annual meeting of the association in October.

Mr. Landstreet's action has been discussed by the trade at large ever since he announced his purpose of withdrawing from the organization, and it now develops that the Patterson Co. had really never been a member of the association, owing to the fact that its credentials and resignation were presented at the same time.

Considerable regret was occasioned by Mr. Landstreet's action, as he is a very popular man. It is known that some of the association's views did not meet those of the retiring President, that his step was taken because he believed that the least trouble would be caused by his quiet withdrawal. Mr. Landstreet stated that his action was taken because he was not in sympathy with the policy adopted at the annual meeting in Philadelphia some months since, and under those circumstance he felt that he could not properly remain President. He said that, personally, he had the best feeling toward the association and its members.

Those present at the meeting were: Vice President H. D. Miller, S. S. Block, C. Drucklieb, A. Miller, R. F. Whelan, Hugh Campbell, John W. Surbrug, J. Larus, Chairman Membership Committee, Sam H. Harris, Acting Secretary.

Mr. Larus, Chairman of the Membership Committee, reported that his committee had several properly qualified applications for membership before it, and the same would be reported upon after investigation. Hugh Campbell also reported that several manufacturers had asked that proper forms for application be sent them. The Secretary was ordered to see that papers were sent to the names given by Mr. Campbell.

John W. Surburg, Treasurer, stated that the association had now more paid and regular members than it had according to his books the previous year, and that both the treasury and membership were in excellent condition. Several of the officers present made enthusiastic remarks.

It was regularly moved and seconded that the next regular annual meeting of this association be held October 3, 1905, at Cincinnati, Ohio.

• • •

Apropos, of this, the Retail Cigar and Tobacco Dealers' Association of this city, also met last Tuesday evening, and during the session expressed deep regret over Mr. Landstreet's resignation. The subject was introduced by President Robert E. Lane, who spoke of Mr. Landstreet's splendid qualities and tried to describe the loss which his retirement would represent to the Manufacturers' Association. It was decided to send a letter to this effect from the association to Mr. Landstreet.

It was also decided at this meeting to give an entertainment on the evening of the regular meeting, May 23, for which some unique feature will be arranged. The members of the Brooklyn Association will be invited.

The committee on the exposition reported the progress which it has made.

In order to facilitate certain work, this committee was discharged with thanks, and a new one appointed. This consists of Robert E. Lane, Thomas J. Donigan, W. W. St. John, Sydney J. Freeman, and Fred B. Aschner.

• • •

The following was sent from Elmira, N. Y., in reference to the judgment against Joseph Mayer's Sons, of this city, in favor of M Rothfuss, of Corning, as administrator of the estate of John M. Burt, the latter of whom was one of the farmers with whom the New York firm had an argument over tobacco contracts some time ago. The story as told by the Elmira correspondent is as follows:

It will be remembered by tobacco gowers and jobbers that four years ago last month there was considerable ado as a result of the socalled general repudiation of a contract of purchase for tobacco in what is known as the Big Flats district. This takes in a large territory, embraced in Chemung and Steuben counties, where some of the finest and most saleable tobacco in the country is grown.

The alleged repudiation was by Joseph Mayer's Sons, of New York city, whose representatives had been to this vicinity and contracted for large quantities of tobacco to be delivered at the cars by growers. At the time of the delivery the representatives of the Mayers, who came to Big Flats and vicinity, are alleged to have brought with them summonses in large number, and according to the statements of the growers, were served on the spot, after the examinations of the respective crops at the point of delivery.

The growers had previously been notified by the New York firm to bring the tobacco to the Big Flats station for delivery, and they had no suspicion that their goods would not be accepted, and were not in the least prepared for the sensational turning down that tobacco got generally in the neighborhood.

The circumstances that papers had been prepared in New York before the persons to examine the tobacco came into the county of Chemung, indicated to the farmers, according to subsequent contention made formally in court, no intention on the part of Joseph Mayer's Sons to take the tobacco. Tobacco was rejected generally on the ground that it was "green, unripe and not in a merchantable condition."

The complaints against the farmers were practically identical. The action by the Mayers against the farmers was to recover damages claimed to have been sustained by the New York firm through the failure of the farmers to deliver the kind of tobacco contracted for. This stand of the Mayers was considered remarkable and unusual in the light that the complaints had been drawn, it is claimed, before the tobacco had been examined by the Mayers, and was the best tobacco that the growers could have raised for that particular season. In fact the defendants claimed that it was all that they had agreed with the Mayers that it should be.

The litigation with the Mayers on account of the season's crop took in between two and three dozen farmers, and all but one complained at one stage or another of the proceeding with the Mayers; in each case as understood the plaintiffs paying more or less substantial sums to the farmers in settlement. The amount, however, was much less than the farmers felt themselves entitled to.

Besides defending the actions brought by the Mayers the farmers commenced cross actions They sold the rejected tobacco in the local market at the best

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

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Importers of HAVANA TOBACCO
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New York Office: 196 WATER STREET
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COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
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Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84-85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard La Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Established 1840. Cable "Naugle."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
RICHMOND H. SMITH
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CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBERR G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Peasee Edgerton, Wis.—A. H. Clarke.

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RÜSCHER & CO.
Tobacco Inspectors
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COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

G. H. SACHS
Manufacturer of
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C. S. COOPER,
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Fine and Domestic Cigars
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TOBACCOS THAT SELL.
"DARK HORSE"—The fruit flavored scrap chewing.
"SILVER MOON"—The best granulated smoking for either pipe or cigarette. The smoke for the man who knows.
"BLACK THREADS"—The finest heavy long cut smoking manufactured.
"SUN TIME"—A long cut smoking that always gives satisfaction.
"RED SETTER"—The natural leaf scrap smoking.
"SCOUT" and "OLE VIRGINY"—Good grades of granulated smoking.
UNION MADE
UNIVERSAL COUPONS packed in each package for the consumer. Also FIVE UNIVERSAL COUPONS in each carton of "DARK HORSE," "SILVER MOON," and "BLACK THREADS," for the retailer.
Write us for samples and prices.
THE GEM CITY TOBACCO CO., DAYTON, OHIO.

Are you looking for a Good
PITTSBURG STOGIE?
"Jolly Fellows"
Hand Made IS THE NAME. Long Filler
MADE BY **Samuel Smith & Son,**
112-14-16 East Jefferson Street,
Special Prices to Jobbers
Mention Tobacco World
Allegheny, Pa.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING
Fountain Sprayer for misting fillers - - - - $4.00
Simplicity Automatic Sprayer 7.50
Little Climax Tobacco Pump 10.00
Progress Jr. Spraying Machine 16.50
Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.
DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
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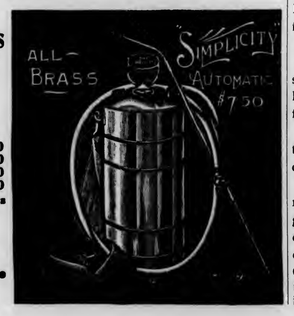

price obtainable and sued to recover the difference between the selling price and the contract price, also asking damages for the alleged refusal of the Mayers to live up to their part of the agreement.

One man who refused to settle was M. Rothfuss, of Corning, as administrator of the estate of John M. Burt, deceased. Mr. Rothfuss obtained a verdict before a New York city jury in supreme court for the full amount of his claim for the sale of tobacco with interest and costs. The Mayers appealed, and the past week the appellate division of the first department handed down a decision affirming the verdict of the lower court in favor of Mr. Rothfuss. The affirmance was unanimous.

Mr. Rothfuss' claim when he began suit in the spring of 1901 was $1,000, and it is now $1,900. He has been represented throughout the proceedings by A. C. and J. P. Eustace, the Mayers having prominent New York attorneys. Tobacco growers and jobbers throughout the country have been watching the proceedings, and lawyers, too, have had an eye on the progress of the case.

• • •

Louis Klein who has been conducting a retail store at 35 New Chambers street, has sold out to Sam Smalowitz, who will refurnish the place and run it in progressive fashion.

E. Regensburg & Sons have sent a circular letter to the trade announcing the fact that their well known Havana brand of cigar, The American, is now being sold by leading dealers in England, the English colonies, Germany, Switzerland, Belgium, Holland, Norway and Sweden.

E. A. Kline, of E. A. Kline & Co., has made preparation to sail tomorrow on the Kronprinz Wilhelm, and will remain in Europe between one and two months. This is a business trip for Mr. Kline, and he has a long list of visits to make.

C. Vogt, Jr., of Carl Vogt's Sons, who has been buying in the Havana market, is back in town again and reports having secured some very fine leaf.

An auction sale will be held at the New York Custom House on May 18 of unclaimed and seized tobacco including cigars, cigarettes, wrappers, filler and smoking tobacco.

John Driscoll, who for a long time has been with the Hillman Tobacco Co., announced that he has accepted the New York agency of the McConnell Segar Co., of Indianoplis, Ind., for their Sir Jonathan brand.

READING BUSINESS ALL RIGHT.

Factories all Have a Share and Steady Volume is Recorded.

Reading, Pa., May 1.

There is a fairly good business among Reading manufacturers, as a rule, and a few factories are very busy.

Howard W. Reigel, who had been for everal years at 317 Penn street, is now superintending a factory in Iowa, and has sold his business out to one of his former cigarmakers.

Geo. W. Lehr has been on a week's trip in the coal regions, and just returned on Friday evening.

Dan Fleck, of the Fleck Cigar Co., is now busy in helping on the shipment of goods, and is again preparing for another extended business trip through the West, on which he will start about June 1. Chas. Fleck, the senior member of the firm, is still covering local territory, but is bringing in a large number of orders.

The Penn Cigar Co., which recently bought all the brands of Newcomet & Newcomet, have moved their headquarters to the building formerly occupied by the latter at 1138 Franklin street.

Kline & Hughes, who some time ago succeeded to the cigar box business of Boyer & Heilig, at 208 Cedar street, are doing nicely.

Cressman, Belknap & Cressman, proprietors of the Old Honesty Cigar Box Co., now at 634 Washington street, have changed their firm name by the retire ment of one of the Cressman's, the firm name now being Belknap & Cressman.

E. E. Kahler reports a steady trade but no particular boom, which is perhaps a more wholesome condition, all things considered.

J. G. Spatz, of J. G. Spatz & Co., informs me that he has every reason to feel satisfied with this year's business and the prospect for continued good trade. Before leaving for his next western trip Mr. Spatz will have completed preliminary details for the launching of a new brand of seed and Havana goods, which will be put up under the name of Heidelberg, and which is calculated to make a pleasing effect. In the first place the goods are to be strictly high quality, and made under the personal direction of Mr. Saltz, a member of this firm, who devotes his energy exclusively to the manufacturing department. In addition the goods and packages will be supplied with a label of highly artistic effect, with all other trimmings to suit, together with some of the most novel and effective advertising.

J. W. Ramsey, who has for eight weeks been confined to a hospital here with a broken ankle as the result of a fall on the ice, has at last left that institution, and taken up apartments at the Hotel Lauer. It is hoped that within a week or so he will again be able to get about.

A change has resulted in the the Bon Ton Cigar Co., at Ninth and Elm streets. Mr. Edwin T. Hellerick died about two weeks ago, and H. S. Hassler, the other member of the firm, has bought all Mr. Hellerick's interest, and is making some extensive improvements, both exterior and interior.

H. R. Eisenberg, a son of Mose Eisenberg, a well known cigar leaf broker of Cincinnati, was a visitor to this city last week, in the interest of L. Schmidt & Co., of New York, Sumatra importer, which firm he is representing, with local headquarters at Lancaster.

Recent Incorporations, Etc.

—The Majestic Cigar Company, Cleveland, Ohio; capital, $10,000. Incorporators, J. H. Levy, J. L. Miller, Jr., Frank Schenebly, William Davis, C. H. Taylor.

—C. A. Tuttle, Huldah Arnberg and A. J. Samuelson have bought the Ross & Swanson cigar factory, at Moline, Ill., and will continue the business.

—H. N. Waterfall Company, Chicago; capital, $5,000; magazines, tobaccos, etc. Incorporators, Warren Nichols, Harry A. Warren, Joseph M. Griffin.

—C. A. Freudenberg Company, Chicago; capital, $5,000. Incorporators, Chas. A. Freudenberg, S. William Polkey, Warren Pease.

—The H. & H. Cigar Company, Petoskey, Mich; capital, $10,000.

The JOHNS-BRASH CIGAR CO.
Manufacturers of the Celebrated
"UNCLE DAN"
Absolutely
Hand-Made
LONDRES AND PERFECTO SHAPES
Main Office:
Lancaster, Pa.
EDW. M. BRASH,
Sec'y & Treas.

LANCASTER MARKET QUIET.

Trade Occupied in Entertaining National Leaf Association Convention.

Lancaster, Pa., May 1.

The local leaf market has had another quiet week, with a moderate volume of business among local jobbers.

Packers have, of course, been giving their attention to the new goods, and in fact, the stock of goods remaining in their hands is comparatively small, and can be sold without much effort.

Several advance examinations of some of the early spring packing appear to indicate that the goods are sweating finely and that there is much promise of the crops coming out very satisfactory.

With continued favorable weather, seed beds will make rapid progress. It will not require a great deal of time until plants will be large enough for setting out.

There is still much talk among farmers of the proposed increased acreage. They have, of course, felt much elated at the high prices they have been getting during the past couple of years, and seem to feel confident that in view of the present apparent scarcity of old goods, prices are likely to remain high, even with an increased acreage, and abundant crops.

There is, if anything, an improvement in cigar manufacturing circles, and business seems generally to be more active. The advent of the open door season is regarded as most favorable, and several manufacturers are now feeling its effects.

John Slater & Co., stogie manufacturers, are among the more fortunate ones who are in receipt of orders demanding rush shipment.

A. D. Killheffer, of Millersville, made a short special visit last week to some of his customers in Philadelphia and other nearby points. His factory is running full handed.

The charter of the Lititz Lithographing Company has been placed on record. The capital stock is $50,000, and the officers are: President, Dr. J. C. Brobst; vice-president, P. B. Bucher; secretary, W. J. Kressling; treasurer, H. Reist Landis; general manager, Joseph E. Hertgen. The plant of the Lancaster Lithographing Company, which is absorbed by the new company, will be removed to Lititz in a few weeks.

Everything is in readiness for the convention of leaf dealers which opens today. A great deal of enthusiasm has been aroused, and there is every indication that the occasion will be one of the most interesting as well as most largely attended of any during the past few years. Under the auspices of the Lancaster Leaf Tobacco Board of Trade, the delegates will be royally entertained, and every effort will be made to make their visit to Lancaster so thoroughly enjoyable and profitable, that it will be long remembered. The trade here is a unit in expressing happiness at having the convention held in this city.

—Every union cigar factory in Lansing, Mich., was closed about a week ago, on account of the demand of the employes for an increase in the scale of wages. The workmen asked one dollar a thousand more.

W. R. DAUGHERTY & BRO.

Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

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Heed Building, 1215 Filbert St., Philada.
DISTRIBUTORS FOR
GEO. L. STORM & CO., New York
EL NACIONAL CIGAR CO., Tampa, Clear Havana Cigars
MAKERS OF
CLAYTON'S CHAMPION
Bell Telephone: 44-67A Filbert. GEO. E. CLAYTON, Manager.

Established 1881 THE Incorporated 1902

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Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

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PHILADELPHIA, MAY 3, 1905

AN ERROR OF JUDGMENT.

The Tobacco World has taken occasion in several issues to reprint certain articles from the Chicago Journal comprising attacks on the United Cigar Stores Co. These articles have been reproduced for the single and only reason that the Editor of The Tobacco World believed that they were doing the independent cause much more harm than good.

An effort was made editorially and otherwise to point out the weakness of the articles and the illogical and utterly untenable standpoint from which their writer penned his attacks. The Chicago Journal has felt the force of this comment sufficiently to run to the "Chicago independent dealers' publicity department" and ask it to supply some sort of an answer. Securing this, the Journal then rushed into print with an accusation as unveiled as it dared that this paper is paid by the trust for the matter it prints relating to the affairs in Chicago. The article in question is as follows:

That The Journal's articles exposing the methods of the tobacco trust's retail stores drive home and are telling blows is shown by the championing of the trust stores' cause of an eastern tobacco trade paper. How much per line the trust pays for the attempted whitewashing process through the columns of that paper is conjectural.

"Its editors' cry for the live and let live phase of the question might appeal to every right thinking consumer if that was the policy of the tobacco trust," declared the head of the Chicago independent dealers' publicity department, "but the well-known fact that the sole purpose of the trust's entry into the retail business is to crush competition and to drive independent dealers from the field answers the trade paper's appeal to 'live and let live.'

"It is true that a great many smokers are no proper judges of cigars and would be unable by smoking to tell a 10 cent brand from one which would retail at a quarter," admits the trade paper.

"And right here is where the trust gets in its work with the smoker, playing upon his ignorance by displaying in their show windows cigars said to be made from the best tobacco grown in Cuba for 5 cents. This is a bare lie on the face of it," continued the independent dealers' official, "or else all cigars sold above 5 cents must be fakes."

The public understands well enough the philanthropic principles of all trusts and is fully alive to the tobacco trust's alleged pretensions that retail stores have been opened by them solely for the benefit of the public.

"The consumer who knowingly patronizes the tobacco trust's stores is his own enemy and has only himself to blame if he finds his health shattered from the use of adulterated cheap cigars purchased in these stores," says the tobacco expert of the independent dealers.

Continuing, he declares that Chicago smokers will in time appreciate the aggressive and fearless stand taken by The Chicago Journal in exposing the foul and faker like methods pursued in the trust's retail stores in contrast to the paid-for pro trust articles referred to in the eastern trade paper.

In the first place The Tobacco World takes it for granted that The Chicago Journal is hopelessly confirmed in the error of its ways. In sorrowfully accepting the above printed interview as bona fide, we dismiss the newspaper from the case with the statement that the news department of the paper commenced the crusade after its advertising department had secured a handsome advertising contract from the independent dealers.

The head of the independent dealers' publicity department certainly must be a man of intelligence and discernment or he wouldn't have been selected for the position. Surely he knows that there is nothing so reactive as mere abuse such as has been heaped on the chain stores in The Journal's articles. Surely he does not approve such raw and crude methods.

The policy of this paper doesn't enter into the question. So far as that goes let it be stated once for all, The Tobacco World is not a trust paper, and neither the trust itself nor any member of the corporation so-called, has the slightest influence in its editorial columns. On the contrary, this paper has the greatest interest in the independent retailers' associations and has always been eager to print the news of their movements. We have no sympathy for the chain store idea, for its inevitable goal is the throttling of a free business.

It is for this very reason that we have ridiculed The Journal's misguided articles and if these were really inspired by the independent dealers in the Windy City, we ask them to think it over carefully before passing judgment, and see what proportion of statements they will admit to be not truthful and not even plausible.

In regard to the cigar claimed a Havana, and sold for a nickel, we would suggest that the publicity man go a little slow on that, for there are a whole lot of sore corns waiting to be stepped on. If every cigar advertised Havana or contained in a box marked Havana or Habana were to be thrown out on failure to pass a test requiring its filler to be made of tobacco grown in Cuba, there would be a considerable number of independent as well as chain stores with sadly depleted stocks. It is just as well not to dwell on this point.

What we take most exception to is the tiresome reiteration of the accusation that the trust's stores sell poisonously adulterated cigars, with no direct evidence to back it. Such statements carry no weight with the fickle public and defeat their own purpose.

Use your own judgment. A customer goes into a chain store and receives prompt attention, and at least gets what he asks for. He goes into an independent store and hears a lot of abuse showered on the chain store. Which store is he likely to select for regular patronage?

We assuredly hope the Chicago dealers maintain their independence on a profitable basis and in order that this hope may be consummated, we again ask them to think it over and see if we're not right.

INDIANA LAW A BOOM FOR MAIL ORDER HOUSES.

According to Assistant Attorney General C. C. Hadley, cigarettes can be mailed into the State of Indiana without any infringement of the new anti-cigarette statute. Moreover, a firm can advertise in Indiana newspapers a promise to deliver the forbidden commodity by mail on order, and the authorities cannot raise their hand.

The only way in which it might be possible to prevent such an evasion of the law, would be to get after the consumer who takes the package out of the mail, and arrest him for having cigarettes in his possession. But there is a judical difference of opinion on this point, even, and it is not believed that such extreme measures will be adopted as a rule.

Advertisements are appearing in the largest newspapers in the State, placed there by mail-order concerns, who obviously expect to reap a splendid reward as a result of their timeliness. One advertisement offers "all the popular brands of cigarettes at regular prices, adding one cent per package for shipping; also cigarette papers five cents a package."

It is truly an ill wind that blows good to nobody. The unfortunate part of this breeze is that it is blowing a lot of money out of the State that should remain in.

AT ITS spring meeting the Cincinnati Presbytery passed a resolution "earnestly deploring" the use of tobacco and intoxicating liquors on the part of ministers, elders and members of the church.

One member, who is probably not precisely anxious to give up his tobacco, made an eloquent statement to the effect that it made no difference what went into a man's mouth, but what came out of it was a matter of vital importance, and that tobacco and wine were not to be considered in comparison with scandal, gossip and backbiting.

There is a goodly proportion of decidedly wholesome truth in the reverend gentleman's remarks.

CIGARETTES or cigarette paper cannot be purchased on the passenger trains of the Lake Shore any longer. The news companies have just been notified that the sale of them will not be tolerated on the trains. Other roads, it is believed, will take similar action.

The Philadelphia Tobacco Trade.

Here and There With the Retailers

Cutting out the rainy weather, last week was a good one for the retail market. The Chestnut street stores especially, did good business, some of them reporting the best week since the first of the year.

Taken all in all, though, April has been an unpleasant month and one which has brought little joy to the retailers. It is fervently hoped that May will behave itself and give a man a chance. Box trade was pretty good last week and is likely to continue so, although as the warm weather arrives more men are likely to buy their cigars as they go along, in the evening.

Atlantic City is getting a perceptible share of the week's business, and will get an increased portion as the season advances. Dealers have learned to expect this, however, and some of them have gotten away with the situation by establishing stands in the City by the Sea.

The United Cigar Stores Co. opened its new branch at Second and Market streets last Saturday evening at 7 o'clock. The store is on the southwest corner in the building formerly occupied by the Bainbridge Shoe store, and has been fitted up in the characteristic style of all the company's stores. The usual first-day inducements were offered of a double certificate to every purchaser, a metal ash tray to the purchaser of a box of cigars, a Tabard Inn Library membership as a premium on $5 worth, a Dunlap hat on an additional percentage of value, and so on. The store had a good run of business, and as it is in a good location will probably continue to have. The United has been after this section of the city for a long time.

I. Lewis & Co. sent a big crew of men over on Monday of this week under the direction of Wm. Turk, and the men will do missionary work in this city on the company's new Golden Eagle brand of little cigars. Mr. Turk will arrange a number of effective window displays, and he will find that under the direction of Z. John Morris, the brand is pretty well known in this market already.

I. Lowengrund is catching a good deal of business at his Tenth and Chestnut street store, the indow in which is always arranged with a view to catc the Chestnut street promenader's eye

Coates Coleman, on Fifteenth street, says he has no complaint at all on his business this month, and the same can also be said of Yahn & McDonnell, a half block away.

W. K. Roedel, Eleventh street dealers finds his The Philadelphia cigar as popular as ever, and he is proud of the fact that he has a cigar good enough to always duplicate.

Hancock & Adams says they're busy, and they ought to be. These energetic partners have always got an idea for a good window, and the result is that their stand is one of the tastiest little places along the line

The United News Co. is having a new store fitted up near the Fifty-second street station on the Pennsylvania Railroad, where all the brands handled by this company may be obtained.

With Manufacturers and Jobbers.

Manfacturers report that with the close of the Lenten season and the arrival of May, one of the best months of the year, orders are coming in much more freely. Those local manufacturers who do much business in Atlantic City have been busy keeping up with their orders, as the leap in the retail trade down there has been something.

One or two manufacturers, during the week, admitted that they were more or less surprised at the number of orders which their road men had sent in during the last few days. It was expected that business would be fairly good but it was hardly hoped there would be a sudden jump immediately after Easter. Some factories are working all the hands they can get and have quite as much business as they want to attend to. In these cases, though, it is usually one particular brand that, for certain reasons, is being driven.

Every few days we hear of a new firm of manufacturers commencing business and they all seem to be able to get their share. As a traveling salesman remarked in a Chestnut street cigar store the other day: "There is always room for one more and one more is always taking advantage of that fact." The month undoubtedly shaped up well with the majority of manufacturers and they will carry forward a good balance.

The Vicente Portuondo Cigar Co., of Cuthbert street, is receiving some nice orders from the South on its clear Havana brands and the company reports April as a good month. The factory is working to its capacity now with a considerable number of orders ahead.

B. Lipschutz, head of the new "44" Cigar Co., named from the address of Mr. Lipschutz's store on North Twelfth street, is pushing his famous brand into a wide market, and the cigar can now be seen nearly everywhere one goes. The quality of the brand has carried it a long way and the company's energetic methods and have done the rest.

Teller, Kleinsmith & Co., of 806 Walnut street, a new firm of manufacturers, have entered the market for keeps and will put out a number of brands of high grade cigars. Leopold H. Teller and Isidor Kleinsmith are the two partners named and both of these gentlemen are experienced in the cigar and tobacco business. They already have a good line of custom upon which they can count.

H. Blumenthal, of Jeitles & Blumenthal, Ltd., is at present in the West, and when heard from during the early part of the week, he was in Kansas City, and had booked some good cigar orders for the firm's Masterpiece and Statesman brands of cigars.

F. B. Robertson, the factory representative of the Match It cheroot manufacturers—the Manchester Cigar Manufacturing Co., of Baltimore, Md, has just returned from a week's sojourn at Atlantic City, where he had gone upon the advice of a physician, to recuperate. He was quite sick for several weeks, and his many friends will be glad to see him about again.

The manufacturers are glad to see the open trolley cars come gliding out of their winter stables for it means increased business. A surprising number of men have to spend a good share of their business day on the trolley cars and in the winter time they are unable to smoke. With the arrival of the summer car these men immediately crowd on the three back seats and there is a jump in retail sales at once.

Owing to the untiring efforts of Arthur Hagan & Co. the Red Devil brand is to be seen everywhere in this section, and is having a good local sale. Hagan & Co. have the direction of a large number of well known brands of tobacco in this section, and as a result each one of them is popular. No little share of this missionary work must be credited to J. Harvey McHenry.

W. J. Thompson, formerly a leaf tobacco salesman with Sutter Bros. and other houses, has taken a position as traveling representative with Julius Alvarez & Co., of Allentown. His territory includes Philadelphia, Baltimore, Washington and other more Southern points. He is now on a trip South.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

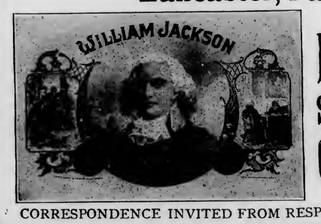
Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

J. E. SHERTS & CO.
Lancaster, Pa.



Manufacturers of
High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars

The National Cigar Leaf Tobacco Association Meets in Seventh Annual Session.

DELEGATES ENTERTAINED ROYALLY AT LANCASTER.

A. Bijur Re-elected President, Charles Fox Elected Secretary in Place of S. H. Koenig. Association Adopts Resolution on Dock Weight and Opposes Further Reduction in Philippine Tariff. Next Convention to be Held in Dayton, Ohio.

Lancaster, Pa., May 2.

THE NATIONAL CIGAR LEAF TOBACCO ASSOCIATION opened its seventh annual convention in the Hamilton Club in this city yesterday, and while a considerable amount of business was disposed of, it was done so systematically that the convention was able to adjourn this afternoon at 3 o'clock. The majority of the delegates remained over this evening to take advantage of the attractive entertainment features so lavishly provided by the local association.

One of the most important items of business transacted by the convention was the election of officers and the appointment of committees. The officers were selected as follows:

President, A. Bijur, of New York; Vice-President, Louis Newburg, of Cincinnati; Secretary, Charles Fox, of New York; Treasurer, Felix Eckerson, of Philadelphia. Board of Directors: B. A. Kaiser, Boston; Wm. Lukaswitz, Dayton; Julius Frei, Cincinnati; Julius Vetterlein, Philadelphia; J. Gust Zook, Lancaster; William Taussig, Chicago; I. L. Kemper, Baltimore; B. Haas, Hartford; T. Menninger St. Louis.

The following standing committees were appointed: Legislative: John R. Young, Philadelphia; Joseph Cullman, New York: Henry S. Rothschild, New York; E. R. Hecht, Chicago; J. Oberhelman, Cincinnati. Credentials: M. M. Fry, Lancaster; B. A. Kaiser, Boston; L. A. Wheeler, Troy; Leo Tuska, Chicago; H. Meyer, Cincinnati. Finance: B. Rosenwald, New York; I. H. Weaver, Lancaster; Frank Inkstatter, Elmira. Conference: Joseph Friedman, Chicago; J. S. Batroff, Philadelphia; F. W. Miller, Cincinnati. Trade Representations: F. E. Cranz, New York; Robert Granat, York; R. W. Jenkinson, Pittsburg. Arrangements: A. H. Reeder, Dayton; Louis Newburg, Hamilton, O.; Thomas Menninger, St. Louis.

There was no contest over any of the elections.

That the delegates enjoyed themselves both in and out of convention sessions was evident, and the comfort and agreeable entertainment which was provided for them, speaks well for the Lancaster association. Everything passed off in the best manner possible, and reflects great credit on those who had the affair in charge. The local entertainment committee consisted of I. H. Weaver, A. B. Hess and M. Rosenthal.

The opening of the first session yesterday morning found a goodly number of delegates in attendance, and it was announced that more were to arrive during the day and the next day. Among those presenting credentials yesterday were the following

BALTIMORE, I. L. Kemper.
BOSTON, B. A. Kaiser.
CHICAGO, Wm. Taussig,
Leo Tuska.
CINCINNATI, George Burger,
Fred W. Miller.
CLEVELAND, Geo. Lindmueller.
DAYTON, Wm. Lukaswitz.
DETROIT, H. S. Rothschild.
ELMIRA, N. Y. Frank Inkstatter.
HARDFORD, B. Haas.
LANCASTER, J. Gust Zook,
Menno M. Fry.
McSHERRYSTOWN, Pa., S. L. Johns.
NEW YORK, Charles Fox.
F. M. Dolbeer,
Benno Rosenwald,
E. A. Krausman,
W. E. Bird,
Fred Cranz,
Jos. Cullman,
Leopold Cohn,
E. J. Alexander,
E. P. Wisenbaum,
Jas. Ertheiler.
PHILADELPHIA, Julius Vetterlein,
J. S. Batroff,
Chas. Hipple,
L. P. Kimmig.
I. Grazovsky.
PITTSBURG, I. A. Rich.
READING, John U. Fehr.
SAN FRANCISCO, P. Goslinsky.
ST. LOUIS, Thos. Meininger.
TROY, O., L. A. Wheeler.
WINSTED, Conn., L. M. Case.
YORK, Pa., R. M. Granat.

Meeting Called to Order.

The convention was called to order by President A. Bijur, and in the absence of Secretary Koeniz, W. L. Cromse, the association's Washington representative, was appointed secretary pro tem.

J. Hampton Moore Talks.

J. Hampton Moore, chief of the Bureau of Manufactures of the Department of Commerce and Labor, was then introduced and spoke for about a half hour. He spoke in favor of the Department of Commerce and Labor, and the country. Mr. Moore then stated that his purpose in accepting the invitation to come before the association was to bring to the attention of its members the law creating the Department of Commerce and Labor, which in its Section 5 also established a Bureau of Manufactures, the purpose of which was to "foster, promote and develop" the manufacturing interests of the United States, and the markets for its products both at home and abroad. He said that the Department represented the good intent of the Congress of the United States to advance the material interests of all its people. The speaker also outlined the history of the Department and referred to the causes which led to its formation, and then declared that it was time that such an association as the one he was addressing should know that the Government was working for them.

Welcoming the Delegates.

Following Mr. Moore, J. Gust Zook. president, and on behalf of the Lancaster Leaf Tobacco Board of Trade, welcomed the delegation. During his remarks he briefly outlined the importance of Pennsylvania as a tobacco State, and explained the suitability of Lancaster as a meeting place for the National Association.

THE PRESIDENT'S REPORT.

President A. Bijur then read his annual report, as follows:

Gentlemen of the Convention:

In tendering my report to the Seventh Annual Convention of the National Cigar Leaf Tobacco Association I wish, first, to direct your attention to the very satisfactory condition of the Association itself: there is a complete absence of friction between the Association and the local organizations, which are its constituent members; its finances are in good shape; its membership is growing, thereby increasing its influence and its power to benefit the tobacco trade; it has established close relations with all of the tobacco trade organizations, and it can point to results definitely achieved by reason of the existence of a strong trade body, and demand the reasonable inference that the Association is only at the very threshold of its career and usefulness to the tobacco trade of the country. Credit for the prestige and the successes attained by the National Cigar Leaf Tobacco Association during the past year must be given in the fullest measure to the officers of its previous administration, as it is by the development of their plans and purposes that your present officers are enabled to make a gratifying report of what has been accomplished by the organization. The Association has been committed since its beginning to a wide and liberal view of its scope and functions, and the benefits achieved by its activities will apply rather to the tobacco trade at large than to the immediate business interests of our members as packers, dealers or importers of cigar leaf tobacco, though these have by no means been lost sight of; but it has been found that our own interests are so bound up in those of the manufacturers, the growers, the retailers, and even the departments of the government, that it is impossible for us to view anything pertaining to the welfare of any branch of the tobacco business except with the liveliest interest and most painstaking attention.

Philippine Tariff.

You are all aware of the hard fight the Association made against the proposal to reduce the tariff on Philippine tobacco and its products 75 per cent. from the Dingley rates, and you know that we have met with success thus far. Early in the last Presidential campaign Secretary Taft made an attempt in his campaign speeches to commit the Republican party to a policy of free trade with the Philippines. Taking alarm at once, strong representations on this subject were made by your officers to the different tobacco interests, and the storm of protests resulting with absolute unanimity from a trade composed of hundreds of thousands of men forced the cessation of this attempt on the part of the Secretary of War, and the advisability of reducing rates on Philippine tobacco went to Congress as an open question. You will remember that Messrs. Young, Cullman and I were invited, as representatives of your Association, to address the New England Leaf Tobacco Growers' Association at their annual meeting at Springfield, and you will be glad to learn that we and they have ever since been working in harmonious accord for the defeat of the Philippine reduction project. All of the cigar leaf growers' associations, retail dealers' associations, tobacco manufacturing associations, and the Cigar-Makers' Union, have joined us in our fight; and when the Southern growers' association learn, as we have done only lately, that the Philippine Islands manufacture annually 4,500,000,000 cigarettes, or very considerably more than the quantity of cigarettes consumed annually in the whole United States, we believe they will lend us enthusiastic aid; this will make the entire tobacco industry a unit in opposition to the Philippine tariff reduction measure, with the reservation that the position of the American Tobacco Company is unknown as regards this matter.

You know of the storm of protests that poured in on Congress from the tobacco trade when the Ways and Means Committee began its consideration of the Philippine tariff; you know of the hearing given by that Committee to the trade, and the arguments employed, as each member of the Association has received a report of that hearing. You know, too, that the project of a reduction will be revived in the next Congress, and that it will require our utmost efforts to defeat the scheme.

The demand for a reduction in the tariff rates on Philippine tobacco comes from two sources, our own Secretary of War, Mr. Taft, and from the Philippine tobacco trade, a great part of which is in the hands of Europeans. These Manila concerns naturally clamor for entry into our markets, but they absolutely fail to make out their case that the Philippine tobacco industry has suffered greatly because of the American occupation of the islands. There is no interest taken by the American public in the matter, and the many newspaper editorials endorsing the reduction on Philippine tobacco are so obviously inspired by the War Department in Washington that they may be disregarded as reflecting in any way public sentiment. We can dismiss the influence of the Philippine tobacco trade's demands with small consideration, because we can disprove their statements; we can disregard the newspaper editorials, because they contain little but abuse of us, and it is so screamingly obvious that we as tobacco men know better what will injure us than editorial writers, who know nothing of our business. But Secretary Taft's activity is a matter of the greatest concern to us. Every one knows him to be an able and energetic gentleman, with goodness, ability and resourcefulness written all over his person. He has great influence with President Roosevelt, and his position as Secretary of War adds to the influence his personality alone would have on Congress. He has not hesitated to use any means in his power to further the claims of the Philippine Islands, whose cause he has made his own; it is peculiar that, blinded perhaps to the niceties by the desperate desire to carry out a philanthropic purpose, this high-minded gentleman should use methods that he would be the first to condemn were they employed by a professional lobbyist. If the proposed junket to Manila, on which Secretary Taft intends taking an influential body of Senators and Representatives at the expense of the Philippine treasury, under the scarcely decently veiled pretext that a ten-days' stay in the islands will enable them to become familiar with Philippine trade conditions—if this junket is not a barefaced bid for voters in favor of the tariff-reduction project next fall, then the dinners, theatre parties, and other entertainments given heretofore by professional lobbyists have been innocent, and have been criticized without reason. We dare not, even if we would, answer these tactics in kind; their very impropriety shows us how hard a battle we shall have to fight, and will make us redouble previous efforts.

I do not intend discussing the details of the Philippine tariff-reduction question in my report, but I trust that they will be discussed earnestly by the convention. Your officers and your Legislative Committee are unanimous in the belief that no measure containing so many possibilities of harm to our trade has ever menaced us. I believe that equal prosperity for the Philippines may be achieved in other ways than at the expense of our industry, and that the Philippine tobacco trade will be made prosperous by its home demand when other industries, not competing with our own domestic ones, shall have been built up in the islands. The proposal that the United States impose a duty on coffee, excepting that grown in Porto Rico and the Philippines, seems to be a fair way of distributing the burden of making our island possessions prosperous, as it imposes an expense that all of our people and industries will share, and does not put the cost of charities done by the United States as a nation on the two industries, sugar and tobacco, that have heretofore alone been called on to bear it. It is high time that our legislators in Washington should show some ingenuity in providing benefits for our island possessions, and resort to other methods than continuous attacks on our sugar and tobacco industries.

I urge that a very full discussion of the Philippine tariff problem be held at this Convention, and that plans for carrying on our opposition to the excessive reductions proposed will be developed.

Cuban Reciprocity.

The Cuban Reciprocity Treaty which took effect December 27, 1903, has now been in force sixteen months. So far as general results in the way of expanding our trade with the island of Cuba are concerned, statistics are yet lacking for a conclusive demonstration, no figures compiled by the Cuban Government for a later period than the fiscal year ending June 30, 1904, being available. So far as the tobacco trade is concerned, the tendency thus far manifested has borne out fully the predictions made by the officers of this Association when the treaty was under consideration in Congress. The very large proportionate reduction in the duty on cigars, as compared with that on leaf tobacco, has greatly stimulated imports of cigars, while our receipts of leaf tobacco have materially declined. For the calendar year 1904, our imports of cigars showed an increase as compared with 1902 of more than 75 per cent., while the decline in the imports of leaf tobacco during the same time was about 3,000,000 pounds, or 30,000 bales. I have chosen the year 1902 as the basis of this comparison for the reason that, as the trade will remember, conditions in 1903 were influenced by the pendency of the reciprocity treaty, dealers and manufacturers carrying small stocks to avoid loss should the treaty unexpectedly go into force.

A very determined effort has been made in certain quarters, and especially by those who have urged the reduction of the duties on Philippine products, to show that there has been a large increase in the exports of United States products to the island of Cuba as the result of the treaty. Even if this were true, it would be cold comfort to the domestic tobacco trade to learn that a few producers in other lines have increased their business with Cuba at our expense. As a matter of fact, however, no figures are yet available which furnish a fair basis for any such claims. It is immaterial what the increase has been in our general exports to Cuba; the real question is, have American exporters furnished a larger share of the total imports of the island? On this point the latest official information is far from flattering to the Cuban treaty. In his annual message to the Cuban Congress, which recently convened, President Palma, quoting the statistics for the fiscal year ending June 30, 1904, states that the share of Cuban imports contributed by the United States during the year was 42.5 per cent., as compared with 40 per cent. for the year 1903. The actual increase in the imports of American products is given at 15 per cent. over those of 1903, and but .03 per cent. over those of 1902. It is not surprising, in view of this showing, that the Havana Post should be moved to make the following comment upon the effect of the treaty:

"In the light of these figures we fail to see how it can be reasoned that reciprocity has been of any benefit to the United States. It appears to us that all the benefit has accrued to Cuba, and this being true, would it not be wise for Cuba to be prepared to make other advances to the United States, for when the full knowledge of the facts becomes patent in the United States a feeling is going to be created against the Cuban Reciprocity Bill which may cause its hasty repudiation, and no one knows will fail to recognize the harm that such an action would cause."

The Cigar Import Stamp.

One of the most gratifying incidents of the year, and one to which the members of our Association may refer with a very proper pride as reflecting the advantages to be gained through organized efforts, is the change in the customs stamp formerly placed on boxes of imported cigars. A large measure of our success, however, should be credited to the intelligent and courageous action of Assistant Secretary Robert B. Armstrong, to the fairness and impartial spirit manifested by the Secretary of the Treasury, Mr. Shaw, and to the unswerving policy of President Roosevelt to give every interest, big or small, "a square deal."

My predecessor outlined in his last annual report the circumstances that led up to the reference of this important question to the Treasury Department, and predicted that within a short time a satisfactory solution of the problem would be reached. The matter was then in the hands of Assistant Secretary Armstrong, who had begun a careful investigation to determine the necessity for an import stamp of any kind, the circumstances under which the existing conspicuous stamp had been adopted, and the practicability of abolishing the device or rendering it much less conspicuous. The Treasury experts soon satisfied themselves that what was originally intended as a mere check mark to indicate the payment of the import duty on cigars had unjustifiably been expanded into an elaborate poster widely advertised as "an official patent of excellence."

The solicitor of the Treasury having rendered an opinion that a customs stamp of some kind must be placed on imported cigars, Mr. Armstrong caused to be prepared a design for an inconspicuous stamp, resembling in color and general appearance the internal revenue stamp, to be placed on the bottom of the box, and in due course made public his ruling in the matter. Although, as you are well aware, the subject was one that had been freely canvassed in the trade for more than a year no protest against the proposed action was made in any quarter until the plates for the new stamps were well under way, when the American Tobacco Company, through its legal department, filed a formal objection, which it subsequently supported in an extended brief. Not content with these measures, the trust also invoked powerful political influences, and brought strong pressure to bear upon Mr. Armstrong to induce him to rescind his ruling. The tactics thus employed were thoroughly characteristic of this corporation, and their failure in this instance will afford all independent tobacco interests far more gratification than was derived from the mere abolition of the old import stamp.

Following the usual practice in such cases, Mr. Armstrong gave a hearing to the protestants at the New York customs house, but subsequently announced that no evidence had been adduced that would justify any modification of his ruling. President Roosevelt's attention having been drawn to the matter, he decided that, in view of the peculiar features of the controversy, it would be advisable to permit both sides to be heard at a public hearing before the Acting Secretary of the Treasury, Mr. H. A. Taylor. This hearing proved a notable event. Besides the officers and representatives of your association, there were present representatives of the Clear Havana Manufacturers' Association, a number of well-known cigar manufacturers, representatives of the Independent Tobacco Manufacturers' Association, several officers of the American Federation of Labor and the Cigar Makers' International Union. The trust was represented by a member of its law department and an official of one of its constituent companies. The hearing was protracted and elaborate, and exhaustive arguments were presented on both sides. A complete stenographic report of the hearing was then laid before President Roosevelt, and after several conferences at the White House, participated in by the President, the Attorney General and the Acting Secretary of the Treasury, a decision was rendered which was subsequently announced by Secretary Shaw, who returned to Washington to give the matter his personal attention. In deciding the case the Secretary said:

"The testimony establishes the fact that the present stamp is used as a trade-mark by the cigar importers; that this trade-mark is valuable to them and confers an advantage upon them as against the manufacturers of cigars in the United States, and that cigars are, in effect, the only commodity imported into the United States that receive the benefit of such a trade-mark. In view of the fact that this Government stamp, in its present form, undoubtedly gives a pecuniary advantage to those using it, it seems that the order already issued by the Department is, in its essence, proper. The Government's business is to collect the revenue and to provide so far as possible against fraud; but it is not the Government's business to furnish a guaranty in the form of a trade-mark for the benefit of the goods. This should be left in the tobacco business exactly as it is in all other business.

"The Secretary permits the order made by Mr. Armstrong to stand so far as it relates to reducing the size of the stamp and to attaching it in a less conspicuous place on the box. He reverses the order wherein it required the stamp to be of the same color as the internal revenue stamp, and it will be placed on the bottom of the box, instead of the top, but at the end where it now appears opposite the internal revenue stamp.

"The result of the decision will protect the domestic manufacturer from a customs stamp available as an advertisement, and it protects the importer also by giving him a stamp of a distinctive color, which can be seen by the purchaser if he cares to make examination.

"The Secretary has given orders that new plates be prepared for printing the stamps, and placing them upon the boxes of imported cigars, in acordance with the decision reached."

It would be idle after so short a lapse of time to undertake to measure the advantages secured by the domestic cigar trade in the important modification of the import stamp thus brought about. The overshadowing consideration to be kept in mind is the notable victory over a powerful corporation by a combination of independent interests banded together in a just cause. The far-reaching effect of such a triumph cannot be overestimated, and should inspire us with an irresistible enthusiasm in all our future campaigns.

"Estimating" Contests.

The National Cigar Leaf Tobacco Association has been completely successful in establishing its view that the estimating contests conducted by the Floradora Tag Company have been in effect lotteries and, therefore, illegal. You will remember in this connection that it was deemed necessary in the effort to bring this question properly before the Court to cause the technical and purely formal arrest of the editor and proprietor of the United States Tobacco Journal, Mr. Isman Ellison, a gentleman favorably known to the entire tobacco community; his published avowal of responsibility for whatever appeared in his journal did away with a great many legal difficulties surrounding an attempt to bring the question at issue home to the editors of other papers publishing the advertisement complained of.

District Attorney Jerome, Assistant District Attorney Gaus and Samuel H. Guggenheimer, counsel to the Association, all of New York, conducted the case brought to sustain our contention.

Defeated in the New York Supreme Court, and in the Appellate Division, our case was appealed to the highest State Court, the Court of Appeals. By a unanimous decision that Court found the advertisement complained of to be the advertisement of a lottery, and its further publication was necessarily stopped in New York at once upon the rendering of this decision.

Immediately after the announcement of the decision of the New York State Court of Appeals in this case I forwarded a copy of the opinion of the Court to the Association's Washington representative, with instructions to take the matter up with the Post Office Department, in the hope that the Postmaster General would see his way clear to establishing a comprehensive rule covering all such contests. At that time a peculiar condition of affairs existed in the Post Office Department. Rulings similar to that made by the New York Court of Appeals had been handed down by other tribunals in various jurisdictions, but the preponderance of opinion in Federal Court decisions favored the legality, though not the morality, of this class of contests. The decision in the Floradora case, however, was so sweeping and so strongly fortified in law and good morals that the Postmaster General at once decided to refer the entire subject to the Attorney General for his opinion. When Attorney General Moody took the matter up for consideration he found on the files of the Department of Justice the opinions of two of his predecesors declaring such contests to be within the letter, if not the spirit of the law; nevertheless, with the additional light shed upon the subject by the decision of the New York State Court of Appeals, he had no difficulty in reaching the conclusion that such schemes were unquestionably in violation of the Federal Anti-Lottery laws. In the course of an elaborate opinion forwarded to the Postmaster General, Gen. Moody said:

"The Court in this case proceeded upon the broad ground that it was not necessary to bring a scheme within the inhibitions of the statute that the distribution of prizes should be dependent wholly upon chance, but that if the scheme was not a legitimate business enterprise,' and the distribution was dependent largely upon chance, the statute was violated. . . .

"Conceding that the estimates in such a contest will be to some extent affected by intelligent calculation, the question is, nevertheless, irresistible that it is largely a matter of chance which competitor will submit the nearest correct estimate.

"The estimates cannot be predicted upon natural and fixed laws, since the total number may be affected by many conditions over which the participants in this scheme have no control, and cannot possibly foresee."

In conclusion the Attorney General said that in view of the construction given the law by the Supreme Court of the United States and the Court of Appeals of the State of New York, he was "constrained to disregard the ruling of this Department previously referred to," and to advise the Postmaster General that he was authorized to deny the use of the mails in the future to all such schemes. The opinion thus rendered was promptly adopted by the Post Office Department, and has been promulgated for the guidance of the entire service. Many contests were at that time under way on the basis of permission previously obtained from the Department, but no permits for such schemes have since been issued, and contests of this character have now been entirely abandoned.

Having been established beyond question that the enterprise conducted by the Floradora Tag Company was a lottery run under the name of an estimating contest, it is the contention of our Association that this violation of the law, even though carried on in a guise that made it seem probable that the provisions of the various anti-lottery statutes had been successfully evaded, should not go by without some deterrent penalty being visited upon the offending company, or the corporations for which it was serving as a cloak. To this end we have worked with the District Attorney of New York County, Mr. Jerome, and urged him to bring suit against the Floradora Tag Company, the American Cigar Company, the American Tobacco Company and the Continental Tobacco Company to recover from them the sum of $287,500, the amount offered as prizes for the so-called estimating contests, and which is forfeited to the poor of the County of New York under the State anti-lottery statutes. It is to be expected that the American Tobacco Company's attorneys will endeavor to prevent the bringing of this suit on the ground that they made inquiry of the Post Office Department and discovered that it would not at the time of inquiry exclude newspapers carrying this "estimating" advertisement from the mails, and on the ground that some of the lower courts virtually declared that the scheme successfully evaded the anti-lottery statutes. Our Association is not actuated by motives of spite or revenge; but if a trust can gather the fruits of an evasion of the law for three years, and when this evasion is finally laid bare and made ineffective, and a clear violation of the law on its part shown, if the trust is to go free simply on the ground that its hope of having successfully evaded the law has been disappointed, then it becomes a hopeless task for an independent association to see to it that the law is observed with equal respect by the great combination and the small individual merchant. Our counsel, Mr. Samuel H. Guggenheimer, has been instructed to assist the District Attorney in any way possible in the carrying on of this suit, and it is our reasonable hope that Mr. Jerome and Assistant District Attorney Gaus will bring this case to a successful issue. The suit has been begun, and if success can be attained, a sturdy blow will have been struck at the most miserable practice of the great corporation in perhaps following the letter, but violating the spirit of the law, a reprehensible effort that seems to occupy a great part of the time of the learned legal gentlemen whom they retain annually.

In this connection, as well as in the probable event of an investigation of the trust by the Federal Government, it is to be carefully noted that we have never expressed hostility to corporations as such, nor do we in any way deny their absolute right to compete with us fairly and legally. But we have long felt it necessary to keep close watch on their business methods, as it has seemed to us that they have been ever ready to take advantage of loopholes left in the laws. Whenever and wherever it is possible, it must be our function to call the attention of public officials to evasions of the law, and to call on them to inflict the penalties provided when we can prove that the law has been violated. The great corporation has the advantage of its wealth, in that it has no additional expenses for legal services enterprise,' and the distribution was dependent largely upon chance, the statute was violated. . . .

"Conceding that the estimates in such a contest will be to some extent affected by intelligent calculation, the question is, nevertheless, irresistible that it is largely a matter of chance which competitor will submit the nearest correct estimate.

"The estimates cannot be predicted upon natural and fixed laws, since the total number may be affected by many conditions over which the participants in this scheme have no control, and cannot possibly foresee."

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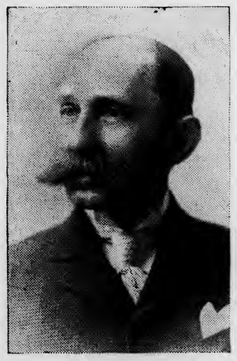
Investigation of the Tobacco Trust.

The methods pursued by the so-called Tobacco Trust, not only in the purchase of its raw material, but in the sale of its finished products, have attracted much attention during the past year, and it will be gratifying to our members to know that the methods employed by this concern are now being carefully scrutinized by the Department of Justice with a view to ascertaining whether an action for violation of the anti-trust laws can be sustained. At the date of our last convention, there was pending in the House a resolution prepared by Representative Tawney, calling for an investigation of the Trust by the Bureau of Corporations of the Department of Commerce and Labor. At the same time, Representatives John Wesley Gaines, of Tennessee, and several other Congressmen from the export tobacco districts were using their best efforts to induce the Attorney-General to make a case under the Sherman law. Mr. Gaines' efforts finally resulted in instructions to the United States Attorney

for the District of Tennessee to begin an inquiry, and subsequently a special attorney was appointed to assist him in the work, the selection falling upon a lawyer peculiarly well equipped for the task.

At a later date a committee appointed by the Independent Tobacco Manufacturers' Association called upon the Attorney General and the Chief of the Bureau of Corporations, and laid before them a large amount of information with respect to the methods employed by the Trust in the enforcement of exclusive contracts designed to shut independent goods out of the markets. Not long after a second special attorney was appointed to assist in the inquiry. It would not be proper at this stage of



MR. LOUIS NEWBURGH,
Elected Vice President

proceedings for me to attempt to outline what has been accomplished in this investigation, but it is confidently believed that the results will be of great value to all independent interests.

During the closing days of the last session, Representative Kehoe, of Kentucky, presented a resolution in the House calling upon the Secretary of Commerce and Labor to make an independent investigation of the situation in the export tobacco districts with special reference to the manipulation of prices, and the restriction of competition by the Trust. Had it been deemed advisable to pass this resolution it would have been broadened so as to include the sale of manufactured products, but after conferences between the advocates of this measure and the Attorney General it was decided that the work of the Department of Justice would probably be embarrassed by a second investigation, and the resolution was, therefore, permitted to die in the House Judiciary Committee. I violate no confidence in saying that while the Department of Commerce and Labor has as yet received no instructions from Congress to investigate the methods of the Tobacco Trust, it is gathering a large amount of valuable information concerning its practices, and is in a position to report thereon upon very short notice should Congress deem it advisable to direct a special inquiry to be made.

I call upon all of the members of our association to extend their aid in every conceivable way to the representatives of the Department of Commerce and Labor, should assistance or information of any kind be asked for.

Anti-Coupon Legislation.

No attempt to secure the enactment of a Federal anti-coupon law was made during the last session of Congress, as it was recognized that no measure of this kind would have an opportunity of consideration. As the Otjen-Tawney bill, which had received our endorsement, and been favorably reported to the House in the previous session, had lately disclosed certain possibly unconstitutional features, it was determined that a new bill be drawn up ready for introduction at the first favorable moment. This has been undertaken by Mr. John Landstreet, and he has evolved a measure whose main feature is that it provides a tax on the redemption of every premium device possible in connection with packages of tobacco, cigars, cigarettes, snuff, etc. This measure is constitutional beyond doubt, and has the endorsement of our association. I bespeak for it the hearty support of all of our members.

Dock Weight and Tariff Revision.

We have met with no success at all in our efforts to have the Government levy duties on the withdrawal weights of packages of tobacco instead of on dock-weights. But a splendid opportunity to secure this change will come next fall, if, as is probable, Congress shall decide to revise the tariff. There will be no opposition to this change in duty assessment from any tobacco interest, and I believe it should be possible for us to come to an understanding with the growers' associations, so that they will aid us in securing relief from the unjust imposition of customs duties involved in the method used at present. I am sanguine of securing the growers' assistance for any fair relief we may ask, as I take it that we all recognize that the tariff readjustment contemplated will be a very moderate one, and that our expectations will express themselves in accord with the possibilities. If we can agree with the growers and manufacturers before revision of the tobacco schedule is taken up by Congress I feel confident that we shall find that body very ready to give us fair and reasonable treatment. I recommend the matter of the revision of the tobacco tariff schedule to your earnest consideration, and advise that you indicate as plainly as possible the course regarding it you desire your new administration to pursue.

MR. A. BIJUR,
Re-elected President National Cigar Leaf Tobacco Association.

Attempt to Repeal Bank Law.

It is with a feeling of gratification that I know you will share, that I am able to report to you the absolute failure of an attempt made during the closing days of the last Congress to repeal the Federal bankruptcy law. My predecessor, in his last annual report, described the steps taken from time to time by this association, in co-operation with the leading credit organizations of the country, to resist the movement having for its object the repeal of this most useful statute. Throughout the entire Congress efforts were made to bring forward certain of the score of pending bills proposing to strike the bankruptcy law from the statute books, but the strong opposition of the majority of the House Committee on the Judiciary rendered these attempts abortive until within a few days of the end of the session. At a meeting of the committee summoned for the consideration of other matters, the so-called Clayton bill, providing for the repeal of the law, was called up by its author, and in the absence of four of the majority members of the committee, a report favoring repeal was ordered to be sent to the House. The extraordinary position assumed by the committee in making this report may be gathered from the following extract therefrom:

"It has never been the policy of the United States to have a permanent bankruptcy law. We think that the present law has served its purpose, and that it should be repealed. . . . We do not believe that there is any necessity or any general public demand for the longer retention of the law. It has tended to burden the Federal Courts with litigation which, we believe, could be just as well conducted by the Courts of the States. Doubtless the people of the various States uphold honest laws, and the Courts of the various States administer justice as honestly, faithfully, and fully as do the Federal Courts. Bankruptcy law and other unnecessary Congressional legislation, creating new civil remedies and new penal offenses, are burdening the Federal Courts, and the administration of justice is not bettered thereby."

In view of the consistent record of this Association in favor of the maintenance of the Federal Statute, I deemed it my duty to advise the Chairman of the House Committee of our views on this important matter, and I, therefore, addressed to him the following communication:

"Hon. J. J. Jenkins, Chairman Committee on the Judiciary, House of Representatives, Washington, D. C.

"Dear Sir:—I desire on behalf of the National Cigar Leaf Tobacco Association, of which I have the honor to be president, to file our earnest protest with your committee against the passage of the so-called Clayton bill, providing for the repeal of the Federal bankruptcy law.

"The members of the organization which I represent were among the most energetic supporteds of the movement which resulted in the enactment of the present statute, and they have all found in the practical operation of the law the amplest justification for their course. They recognized during the course of the first year or two after the law went into force that it could be improved by certain amendments, which were afterward incorporated in the so-called Ray bill, and enacted by the last Congress. The weak points in the original statute having thus been strengthened, the operation of the law has since been highly satisfactory, and I think I may say that the tobacco trade at large regards it as one of the most important statutes in the entire body of Federal commercial law.

"There is perhaps no trade in this country in which an equitable Federal law is more necessary than the tobacco trade. Before the existing statute was enacted, we were dependent upon a patchwork of legislation comprising the codes of the various States, and great animosity was always experienced by creditor firms in securing fair and equal distribution of a bankrupt's estate. The preference permitted under the statutes of the various States gave special advantages to local concerns, and it was almost impossible for a house with a moderate capital to protect itself in all of the States in which it might desire to do business. This condition involved a discrimination in favor of a few very large firms not only in our own trade, but in all other lines, as only such firms could employ attorneys in all the States for the protection of their claims.

"The argument presented on behalf of the committee in the report favoring the Clayton bill, to the effect that a Federal bankruptcy law should never be regarded as a permanent part of the commercial statutes, is, to our mind, the greatest possible fallacy. It has never been suggested that the State insolvency laws should operate intermittently, and we can see no reason why the Federal statute should be any less permanent. It is beyond question that the Federal law has conferred great benefits upon both debtors and creditors, and has increased the confidence of the commercial community to an extent that could hardly be appreciated, unless the statute should be repealed, when I am confident that many of those who are now disposed to criticise existing conditions would view the result with dismay.

"We cannot help realizing that the forces now at work to secure the repeal of this law are the same as those that opposed its original enactment. The motives behind this movement for repeal we do not care to discuss, but we are confident that we voice the almost universal sentiment of the business community at large when we appeal to your committee to abandon the Clayton bill, and to permit the Federal bankruptcy law to remain on the statute books.

"Very respectfully yours,

"A. BIJUR,

"President, National Cigar Leaf Tobacco Association."

Although the Clayton bill bore the formal indorsement of the House Judiciary Committee, it was adopted by the minority of that Committee, and I am glad to be able to state that those members friendly to the Federal statute took occasion to file a very strong protest against the committee's action. This protest embodied an exceedingly able argument for the retention of the existing law. As the controversy will probably be renewed in the next Congress I think it well to quote here the concluding portion of this protest as affording a broad basis for any arguments that our members may see fit to address to Congress in future. It is as follows:

"The present bankruptcy law is economical, prompt and efficient. It is being well administered. The tendency of legislation, as of commerce, is Federal, not State. The forty-five State systems present few instances where all creditors are treated alike. They are diverse in provisions and practice, and in many cases permit preference to a specified amount. Each of them, in particular, for instance, that of New York, encourages friendly receiverships of failing corporations. The great argument in favor of the present law is that it is uniform in its operation; that it brings each creditor and each debtor in the country under its administration; that it treats all creditors alike, not only in giving them an equal share in the distribution of assets, but also an equal share in the naming of the administering officer. It is a law that is of great service to the country, not only in times of prosperity, but

MR. CHARLES FOX,
Elected Secretary.

will be of even greater service in times of depression and business adversity. For these reasons we earnestly protest against the passage of the bill, and the consequent repeal of the law."

The argument so vigorously presented in this protest served to deter the House leaders from providing an opportunity for the consideration of the Clayton bill, and it, therefore, failed of passage, much to the satisfaction of the entire business community. I would earnestly request you to keep this important subject in mind, and to be prepared to respond promptly should your officers find it necessary to call upon you to co-operate in the effort to prevent the repeal of this most efficient and desirable law.

Restriction of Bulk Sales.

Your attention was drawn by my predecessor to a measure pending in Congress at the date of our last annual convention, which is directly related to the subject of bankruptcy, namely, the enactment of a Federal law prohibiting the unrestricted sale by merchants of their stock of merchandise in bulk in the District of Columbia and the Territories. This bill, which was drawn on the lines of the present New York State law, passed the House of Representatives early in the last Congress, and was pending in the Senate at the date of our last annual meeting. It was subsequently passed, and became a law in the following form:

"Be it enacted, etc., that a sale of any portion of a stock of merchandise in the District of Columbia, otherwise than in the ordinary course of trade in the regular and usual prosecution of the seller's business, or a sale of an entire stock of merchandise in gross, in the District of Columbia, will be presumed to be fraudulent and void as against the bona fide creditors of the seller, unless the seller and purchaser alike, at least five days before the sale, make a full detailed inventory showing the quantity, and, so far as possible, with the exercise of reasonable diligence, the cost price to the seller, of each article to be included in the sale; and unless such purchaser shall, at least ten days before the sale, in good faith, make full, explicit inquiry of the seller as to the names and places of residence, or places of business of each and all of the creditors of the seller, and the amount owing each creditor; and unless the purchaser shall at least five days before the sale, in good faith, notify or cause to be notified, personally or by registered mail, each of the seller's creditors of whom the purchaser has knowledge, or can with the exercise of reasonable diligence acquire knowledge of said proposed sale, and of the said cost price of the merchandise to be sold, and of the price proposed to be paid therefor by the purchaser.

"The seller shall at least five days before such sale fully and truthfully answer in writing, under oath, each and all of said inquiries.

"Sec. 2. That nothing contained in this act shall apply to sales made by executors, administrators, receivers or any public officer conducting a sale in his official capacity.

"Sec. 3. That except as expressly provided in this act, nothing therein contained, or any act thereunder shall change or affect the present rules of evidence, or the present presumptions of law."

While the operation of this statute is restricted to the District of Columbia and the Territories, its chief importance lies in the fact that, being a Congressional enactment, it will serve as a model for the Legislatures of those States which have not yet provided similar legislation. Several States have passed laws modeled on this Federal statute since our last annual convention. I would earnestly repeat the recommendation of my predecessor that local associations lend their assistance to any movement in the various States designed to render these laws uniform.

THE DELEGATES, AS THEY LOOKED PLEASANT.

Changes in the Customs Personnel.

A number of important changes in the personnel of the Customs service of special interest to the tobacco trade have been made during the past year. It was with general regret that importers and manufacturers learned of the resignation of Robert B. Armstrong, Assistant Secretary of the Treasury, in charge of customs matters. Mr. Armstrong brought to the discharge of his heavy responsibilities a high degree of intelligence, and a sterling integrity that won him the confidence of all who came in contact with him. His courageous stand with regard to the import stamp will not soon be forgotten. The members of the association will be glad to know that Mr. Armstrong left the service to accept an important position with a very prosperous corporation, the change resulting greatly to his financial advantage. Mr. Armstrong's successor, James B. Reynolds, has been in office less than two months, but is rapidly mastering the intricacies of what is undoubtedly the most important division of the Treasury Department. The relations of the representatives of your association with the new Assistant Secretary are most cordial, and in every way satisfactory.

Changes in assignments of general appraisers and examiners at the port of New York have been made during the year, but I am glad to be able to state that in no case have the interests of our trade suffered thereby. The officials of the entire customs service have exhibited increased consideration and conservatism as they have become better acquainted with the details of the leaf importing business, and have come to realize the great difficulties surrounding the execution of the impracticable tobacco tariff now on the statute books.

Sampling.

A great deal of complaint regarding lack of uniformity in the sampling of domestic tobacco has developed in the course of the year. In any treatment of this question it must be remembered that while it is important that every safeguard shall be offered to the purchaser of tobacco, no unreasonable burden must be placed on the sampler. A sampler's guarantee must have established limitations, but these should be so plain as to be readily comprehensible to the buyer; and above all, a sampling standard must be fixed. A very able committee of the New York Leaf Tobacco Board of Trade recommended a number of provisions covering this subject to that body, after long consideration of the methods of sampling now in vogue; I recommend their report, which follows: to the consideration of this convention:

1. Inspectors shall use only "Guaranteed" for "Top Sample" tickets.

A. Samples bearing guaranteed tickets shall be guaranteed by the inspector.

B. Where top samples are drawn it shall be conspicuously so stated on sample tickets.

2. Tobacco to be represented as found; and where tobacco may be either damaged, musty, mouldy, or in high order, to be so marked on sample tickets.

3. Where the contents of a case of tobacco is in unmerchantable order, a record of such case to be kept by the inspector and the party for whom such tobacco may have been sampled so notified in writing.

4. No tobacco to be sampled with a guaranteed sample ticket affixed which is not sound or the sample ticket marked.

5. Inspectors shall agree with the Trustees of the Leaf Tobacco Board of Trade during the month of July in each year on a period as to their liability on their samples of all new tobacco, which shall be advertised to the trade.

I recommend very earnestly that the services of Mr. W. L. Crounse, who has so ably represented our interests in Washington, be retained for the association for another year. Mr. Crounse's work has made him so well known to

MR. I. H. WEAVER,
Chairman Committee on Arrangements
Lancaster Leaf Tob. Board of Trade.

you that he requires neither introduction nor commendation from me, but I cannot refrain from saying that his splendid intelligence and wide grasp of tobacco trade matters have made him invaluable to the tobacco industry of the entire country.

I desire to express my gratitude to Messrs. Young, Cullman and Fox, of the Legislative Committee, for their invariably ready assistance and advice.

I want to thank the Leaf Board of Philadelphia and New York on behalf of our association for their very generous voluntary contributions to our funds.

I am delighted to say that I can single out no Leaf Board to thank for its activities in response to requests from the National Association, as each and every one of the Boards did all that could be expected whenever called on, and by this course of action very materially strengthened the hands of the officers of your association.

Looking at what we have done in the past year I think you will agree with me that we have made great strides forward. We can do much more, and we shall if we follow out the plans and policies that have heretofore guided our association. The tobacco trade is a great industry, worthy of respectful and

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market,
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
F. B. ROBERTSON,
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JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

honorable regard from our people and from our legislators; it is the function of the National Cigar Leaf Tobacco Association to safeguard tobacco interests, and to insist on their proper recognition. There will be no practical limit to the amount of good the association can do, if its new officers receive the same cordial and enthusiastic assistance from its members that has been accorded the retiring administration.

Credential Committee.

After the appointment of a Committee on Credentials the meeting adjourned until after lunch.

At the opening of the afternoon session the Committee on Credentials, which consisted of Messrs. Burger, Cincinnati; Fox, New York; Kaiser, Boston; Tuska, Chicago, and Rosenthal, Lancaster, reported, and the meeting proceeded.

The next hour and a half was taken up by a discussion over the advisability of adopting the sampling provisions agreed upon by the New York Leaf Tobacco Board of Trade, and as outlined in the latter portion of President Bijur's address. After a lengthy argument the resolutions were adopted practically intact and as follows:

Sampling Provisions.

1. Inspectors shall use only "Guaranteed" or "Top Sample" tickets. (a.) Samples bearing "guaranteed" tickets shall be guaranteed by the inspectors. (b.) Where the samples are drawn it shall be conspicuously so stated on sample tickets.

2. Tobacco to be represented as found, and where tobacco may be either damaged, musty, mouldy or in high case, to be so marked on sample tickets.

3. Where the contents of a case of tobacco is in unmerchantable condition a record of such case or cases to be kept by the inspector, and the party for whom such tobacco may have been sampled to be so notified in writing.

4. No tobacco to be sampled with a guaranteed sample ticket affixed which is not sound as the sample ticket shall indicate.

5. Inspectors shall agree with the trustees of the various Leaf Tobacco Boards of Trade, in connection with the directors of the National Cigar Leaf Association, during the month of July in each year, on a period as to their liability on their samples of all new tobacco, and which shall be advertised to the trade.

A suggested additional clause, to the effect that inspectors should be held liable for their samples of all tobaccos, except for damages occurring after inspection, was denounced as ridiculous and impractical and failed of adoption.

At the close of the afternoon session the guests entered special trolley cars and were taken to Pequa, on the Susquehanna river, where a delightful shad dinner was served and the balance of the evening was agreeably spent, the party returning about 11 o'clock.

At the beginning of this morning's session, Mr. Cullman offered a substitute for the sixth clause of the resolutions regarding sampling, which clause failed yesterday. This read:

Inspectors shall be liable for their samples of old tobacco for a period of six months, unless it can be proven by the inspector that the damage occurred after inspection.

This substitution was carried without discussion.

Mr. Newburg, chairman of the committe on resolutions, reported a number of resolutions which the committee had prepared, and which were taken up separately for discussion. The first was:

Resolved, That we reaffirm our position favoring a specific rate of duty on all imported tobacco

Mr. Vetterlein, of Philadelphia, offered an amendment mentioning 25 cents a pound as the specific rate, which was opposed, and on motion, lost. The original resolution was carried.

The second resolution read:

Resolved, That it is the sense of the convention that the efforts heretofore made to reform the dock weight question are heartily approved, and the officials of the association are hereby authorized to continue the work along the same lines and to obtain the desired legislation in connection with any revision of the tariff that may be undertaken by the administration.

This resolution was unanimously adopted without discussion. Mr. Newburg then read three resolutions on the Philippine question which were not taken up until afternoon and which will be treated in proper sequence in this article.

A resolution was then adopted to retain for another year the services of Wm. M. Crounse, the association's representative in Washington.

This was followed by the quick and unanimous adoption of resolutions that the thanks of the association be tendered to all the tobacco trade journals for their active support of the association's measures, to the Lancaster Leaf Tobacco Board of Trade for the courtesy and consideration shown in its entertainment of the delegates, and to J. Hampton Moore,

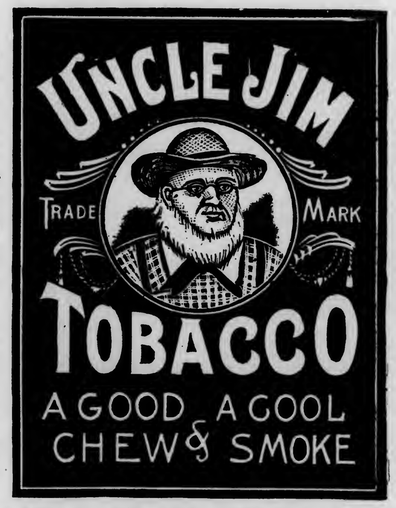
OUR TWO BIG SELLERS
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



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OUR LINE:
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HENRY H. SHEIP MFG. CO.
Cigar Boxes
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Largest stock of
Sawed Mexican and Cuban Cedar,
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WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
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THE TASTE TELLS QUATILITY 5¢ CIGAR Yes! it is Different

THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.: THE UNITED NEWS CO. PHILA. Distrib's. Genl.

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W. K. GRESH & SONS, Makers, Norristown, Penna.

J. B. Milleysack

Manufacturer of

Fine Havana Hand-Made CIGARS

615, 617 and 619 Lake St.

Lancaster, Pa.

GEO. STEUERNAGLE,

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

5143 Penn Ave., Pittsburg, Pa.

Wedeles Brothers,

Florida Sumatra

182 E. Lake St. CHICAGO, ILL.

for his interesting address made yesterday morning.

Mr. Taussig here made a motion that the constitution be amended through the by-laws, to provide for the regular meeting of the association to be held at the call of the chair, instead of on a set date annually as at present, the meetings to occur at least as frequently as every two years. After some discussion this was defeated.

Mr. Eckerson's report as treasurer, showed a balance on hand of $2,489.21.

Mr. Eckerson, for John R. Young, of Philadelphia, who was unable to be present, offered Mr. Bijur's name in nomination for re-election to the presidency, after declaring that Mr. Bijur had rendered the organization the greatest service that any man ever could.

Mr. Taussig dwelt on Mr. Bijur's able management of an exacting office that was virtually forced on him in the first place, and Mr. Dolbeer told how the president had sacrificed his business affairs at times and spent his own money freely in the interest of the association. The election was then enthusiastically carried through by acclamation.

Mr. Cullman offered Mr. Newburg's name for vice president; Mr. Batroff, Mr. Fox's name for secretary; Mr. Kemper, Mr. Eckerson's name for treasurer, and Messrs. Tuska, Cullman, Zook, Wheeler and Kemper were appointed a committee to name the board of directors. This committee reported as detailed in the introduction.

On behalf of the Dayton, O., Board of Trade, William Lukaswitz extended a warm invitation to the Association to hold its next convention in that city. Mr. Cullman said that New York had hoped to have the honor of entertaining the organization next year, but consented to wait a year in favor of Dayton. On vote it was decided to accept this invitation and the 1906 convention will accordingly open on the first Monday of next May in the Ohio city. The convention then adjourned until afternoon, on the opening of which session, following announcement of the standing committees appointed, the Philippine resolutions were at once taken up separately. The first one read:

Resolved, That we oppose any and all reduction in duties on Philippine tobacco or its manufacture.

Mr. Newburg moved that this be adopted. Mr. Alexander thought it ought to be modified in some way as he believed it conflicted with the resolution adopted in the morning regarding the specific rate of duty on imported tobacco. Mr. Vetterlein did not see this and thought it would be quite consistent. One or two of the delegates thought it would be advisable for the association to pass such a resolution as opposing the reduction on account of what it was hoping for in the matter of Sumatra tobacco.

Mr. Crounse said that it would be disastrous not to oppose it He said the association must stand shoulder to shoulder with the beet sugar people, that the association had already outlined a policy and must stick to it.

Mr. Newburg, the father of the resolution, explained its origin by saying that while there was no intimation that Congress would or could be induced to do anything in the matter of the reduction in the tariff on Sumatra, it was known that it was likely to reduce that on Philippine tobacco, and it was therefore important that such a dangerous step be forestalled.

Mr. Bijur said that the minute the reduction was permitted to go below the present 25 per cent, a beautiful chance for smuggling would be opened which would at once be taken advantage of. The question was then put and carried. The second resolution offered was:

Resolved, That the views of the Philippine question as expressed in the document presented by our Mr. A. Bijur be adopted as the sense of this convention.

To this resolution Mr. Bijur read a carefully prepared and comprehensive statement of the association's position in the Philippine question which outlined the history of the industry on the islands and showed how extensive and rapid a development was possible. It was urged that the placing of a duty on coffee would solve the question, which plant can easily be raised in the Philippines. This resolution was carried by a rising vote and the last one read as follows:

Resolved, That the legislative committee be instructed to prepare and have printed a circular letter on the Philippine question, and distribute the same to all parties interested in the cultivation and manufacturing of American cigar leaf tobacco.

Mr. Newburg said that this resolution was meant to provide a way to appeal to the farmers whose vote was so powerful, and the letter was meant to show him how his prosperity was also considerably jeopardized. The resolution was carried unanimously.

John T. Taylor, representing the Philadelphia Retail Cigar and Tobacco Dealers' Association, asked the the association to endorse a project set on foot by the allied trade in the Quaker city to hold a tobacco exposition at some future date. As the result of a motion, Messrs. Cullman, Eckerson and Fox were appointed a committee to investigate and report later.

After a vote of thanks to Mr. Bijur for his untiring services on a motion by Mr. Zook, the convention adjourned. The delegates were entertained at the roof garden tonight and later by a smoker in the Hamilton Club.

SCHUTTE & KOERTING COMPANY,

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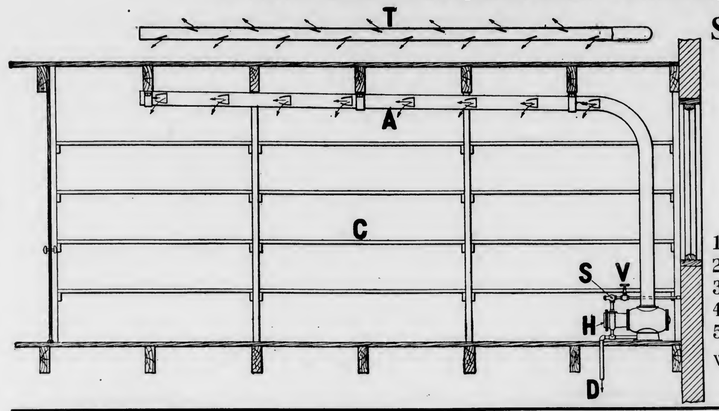


SCHUTTE--KOERTING MOIST VENTILATOR,

used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time without deterioration.

PRINCIPAL FEATURES:

1. Low in Cost.
2. Operated by City Water Pressure.
3. Requires No Attention.
4. No Drip Occurs; Humidity Uniform.
5. No Wear and Tear.

We estimate on Complete Humidifying Plants

Correspondence Solicited.

Trade-Mark Register.

EXTRAGOOD 14,788

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 26, 1905, at 2 p m, by Chas E Althoff, Hanover, Pa

INFIELD 14,789

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 28, 1905, at 11 a m, by J L Dimmig & Bro, East Greenville, Pa

SELECT MILD 14,790

For cigars Registered April 29, 1905, at 9 a m, by John Mersinger, Reading, Pa

TRIBE NO. 30 14,791

For cigar Registered April 29, 1905, at 11 a m, by H C Wunder, Phila, Pa

PREMIER CIGAR CO. 14,792

For cigar factory name Registered April 29, 1905, at 11 a m by Harrison Fauth, Hellam, Pa

WASEDA 14,793

For cigars Registered May 1, 1905, at 10 a m, by Howard R Gerhart, Philadelphia, Pa

WILGO 14,794

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered May 1, 1905. at 11 a m, by John J Palmer, Philadelphia, Pa

DOCTOR BILLY 14,795

For cigars, plug and smoking tobacco Registered May 2, 1905, at 11 a m, by Old Virginia Tobacco Works, Bedford City, Va

BUS FIDDLE 14,796

For cigars, plug and smoking tobacco Registered May 2, 1905, at 11 a m, by Old Virginia Tobacco Works, Bedford City, Va

REJECTIONS.

Canto, Unoa, Takahoma, Vitality, Aleda, Nips, Venia, Beneto, Kipling, Sunny South

MASSACHUSETTS CIGAR CO. IN BANKRUPTCY.

The Commonwealth Cigar Co., a Massachusetts corporation, and the Cafe Noire Cigarette Co., which was incorporated in Maine, but doing business in Boston, have been petitioned into bankruptcy in the United States District Court.

In the case of the Commonwealth Cigar Co. the petitioning creditors are the Philip Morris Co., Ltd., of New York, with claims amounting to $212.85, the McGreenery & Manning Co., of Boston, with claims of $178.98, and the Franklin P. Shumway Co., with $351.22.

The other company is said to owe between three and four thousand dollars.

OUR BOSTON LETTER.

Retail Trade Improving. A Batch of Interesting Locals.

Boston, Mass., May 1.

There is no material change in business from the condition reported in my last week's correspondence and trade continues to improve. The appearance of open cars during the week has done a lot of good for the retail cigar stores, and the weather has been very favorable for the tobacconist.

The Commonwealth Cigar Co., which made an assignment about two weeks ago, is being put through bankruptcy by the creditors. Among the many creditors of this concern can be mentioned: Wm. De muth & Co., New York; Arguelles Lopez & Bro., Tampa; McGreenery & Manning, Boston; Phillip Morris & Co., New York, and many clear Havana cigar concerns, etc.

M. Frye, of Frye Bros., wholesale tobacconists, Salem, Mass., was in town one day this week.

M. Barnett, of M. Barnett & Co., cigar manufacturers and dealers in leaf tobacco,

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

EXPERIENCED MAN IN EVERY department of cigar manufacturing is open to position as Superintendent or Foreman in first-class factory. Best of reference. Address, FOREMAN, Box 100, care of Tobacco World, Philadelphia. tf

WILL BUY FOR CASH—TOBACCO Tags, Cigar Bands, etc., redeemable by Florodora Tag Co. Address, TAGS, Box 101, care of Tobacco World, Phila. tf

WANTED—A SITUATION WITH A good manufacturer, to sell a line of 5-cent cigars to the jobbing trade through the Middle and Western States, by an experienced and reliable Salesman who is acquainted with all the trade and can give good reference. Address, H. C. BLACK, 238 Chestnut St., Dayton, O. c

5c. THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR 5c.

Manufactured by

H. S. HARTMAN, Lancaster, Pa.

Samples Sent to Responsible Houses.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

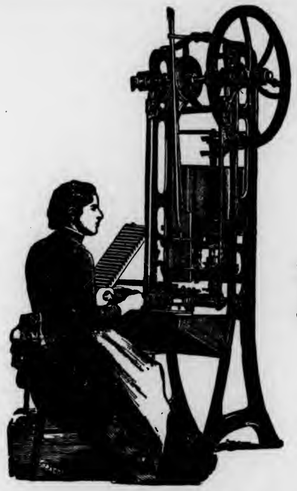
UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.



The PROGRESS
SHORT FILLER
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX

The STRAIGHT

The IMPROVED PERFECTO

Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

Manufactured by

N. H. BORCFELDT,

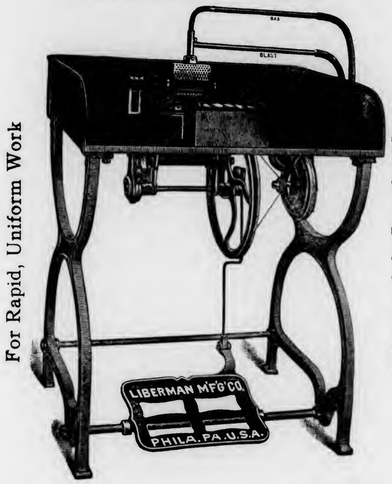
Nos. 341 and 343 East Fifty-Ninth Street,

NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

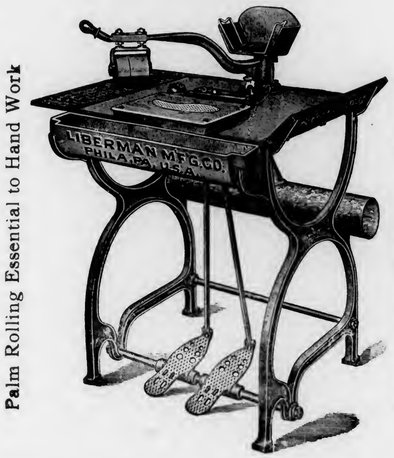
BRANDING MACHINE



For Rapid, Uniform Work

Capacity, Eighty per Minute

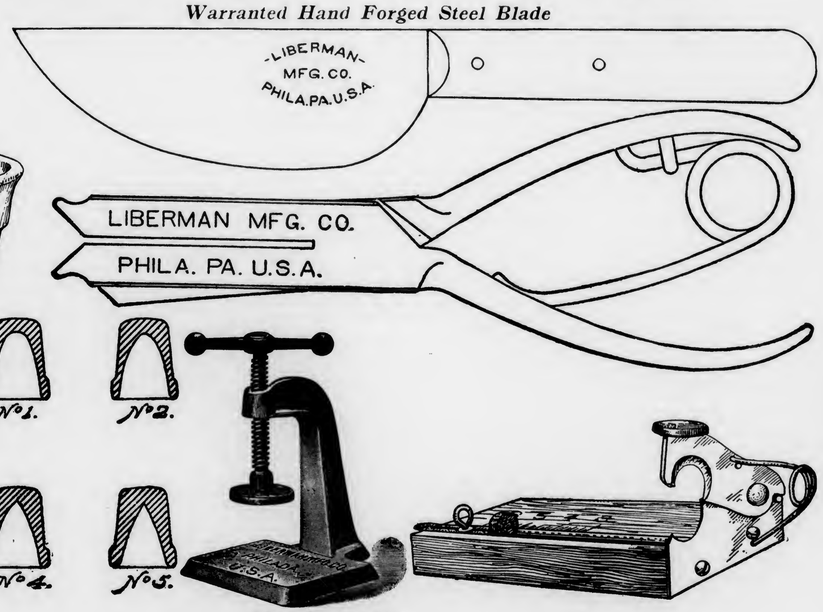
SUCTION TABLE



Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade



Manufactured by

Liberman Manufacturing Company

240--42 North Third Street, Philadelphia

New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

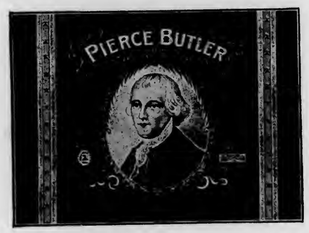
MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.



W. H. Snyder & Co.

Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced

CIGARS

Correspondence Invited with the Wholesale & Jobbing Trade only

D. W. HUBLEY,

Thomasville, Pa.

Manufacturer of

High-Grade Seed and Havana CIGARS

Correspondence Invited from Responsible Houses.

F. B. SCHINDLER

Manufacturer of

Fine Domestic Cigars

Red Lion, Pa.

JOBBING TRADE SOLICITED

A. D. KILLHEFFER

Maker of

High Grade CIGARS

All Fine Workmanship.

Goods Sold Direct to Jobbers and Dealers. Communicate with the Factory. We Can Save You Money.

No Salesmen Employed.

MILLERSVILLE, PA.

spent the greater portion of the week in New York.

A representative of the International Match Co. is here, calling on the local jobbers and large retailers.

M. Cohen, manufacturer of the Boston Courier cigar, has removed his factory to Roslindale, a suburb four miles from Boston.

Floradoras are selling well here since the price of the same has been reduced to three for five cents.

A new chewing and smoking tobacco being placed here is called Boston Butts, packed 1¾ oz., retailing at five cents a package. The Boston Tobacco Co. are the manufacturers.

McGreenery & Manning's salesmen are making as a leader Checkerberry Snuff (similar goods to the famous Red Top Snuff). The price is 58 cents per pound and 20 Floradora tags being given gratis with 1¼ pounds Each one ounce can contains a coupon good for two cents in cash, redeemable by the dealers.

Joe Manning, of McGreenery & Manning, has been on a business trip to New York.

Hiram Hammer, representing Arguelles, Lopez & Bro., of Tampa, Fla., is in town, calling on the trade.

Jos. Chamberlin has purchased from E A. MacKenny the cigar and tobacco store located at 144 Broadway, South Boston.

S. B. Klein, who formerly manufactured cigars at 1279 Tremont street, has opened a store at 218 Broadway, South Boston.

There is a handsome window display of Pall Mall cigarettes this week at the Hotel Lexington cigar stand.

The American Tobacco Co. is placing on the market a piece of chewing plug, Lotus, similar in style and quality to Piper Hiedsick. The price of Lotus is 40 cents per pound, one package of Duke's Mixture being given gratis with each pound.

Alles & Fisher have reduced the price on their J. A. 10 cent cigars, $2 per thousand when purchased only in 5,000 lots, making it $64 per thousand, packed in tenths, and $63 per thousand, packed in quarters.

I. Frankel and L. Peretti, who operate cigar stores on Columbus avenue, will have to seek other locations, as the whole block of stores is about to be torn down to make room for a large automobile garage to be erected on this site by the Eben Jordan estate.

After being disappointed three times, on account of the "goat" not being in prime condition, Maurice Hannington, of A. S. Bearse & Co., is now slated to get his third degree in the I. O. O. F. on Friday evening.

Harring & Son, makers of the Napone 10 cent cigar, have recently started a retail cigar store at 46 Poplar street.

Chester H. Carruth, of Carruth & Co., Hanover street, has just returned from a brief vacation spent at Old Point Comfort, Va.

L. A. Marget, a cigar manufacturer of Chelsea, Mass., is opening a very fine saloon at 265 Broadway, in that town, and has engaged the services of A. R. Shadoff (Sporty Cohen) as general manager. Mr. Shadoff has applied for his license in the A. O. of R. L. and P.

Hyman Stahl, manufacturer of Stahl's Smokers and the Broadway Extension cigar, is finding it hard to keep up with his orders, and is working overtime.

It has been decided by the internal revenue authorities that the Union label of the Cigarmakers' Union can be placed on cigar boxes in any place or manner, so long as it does not encroach on or over the internal revenue stamp, factory brand or caution label. The decision is a victory for the Cigarmakers' Union and the label, over the tobacco trust, which tried to secure a decision opposing the label being placed on boxes of union made cigars.

A representative of Durlach Bros., New York, was in town Friday, showing samples of his firm's Porto Rico cigars.

J. B. Everdeen, wholesale tobacconist, of Chelsea, Mass., is moving into a larger store in that town.

Chas. Ellis, former manager of Wardwell Spa cigar stand, and recently with the Commonwealth Cigar Co. in the same capacity, is to be the New England representative for the Cortez Cigar Co., of Key West, Fla.

O. Henault, the enterprising manager of Woodward's Pharmacy cigar stand, has been in full control for nearly three years, and in that time has increased the business to a large volume. Mr. Henault has a host of friends who, when purchasing cigars, usually leave it to his judgment. El Infinito clear Havana cigars are favorites with many of his patrons.

H. K. Brown, the popular cigarist of Province Court, reports a good trade for the past month. Mr. Brown is very energetic, and is always scheming how he can best suit his many customers. Mr. McGoldrick, the manager, is well liked, and his art in window dressing is the talk of the court.

J. P. Mahoney, of the Baltimore Dairy Lunch cigar stand, has worked up a good box trade with many tenants of the neighboring buildings. Since the base ball season opened he has invented a scheme displaying a score card showing the results by innings, which attracts much attention.

H. Traiser & Co. are putting out for window display boxes advertising their Pippin and Harvard cigars.

L. Miller & Sons, New York, have come out with another deal on their LeRoy Little Cigars, giving gratis four boxes of their new LeRoy Cubanas with each thousand LeRoys purchased. BEN ALI.

KEYSTONE CHEMICAL CO.

MANUFACTURERS OF

Cigar and Tobacco Flavor, Sweetener, Etc.

HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.

C. G. SINGLEY, Manheim, Pa.

H. S. WALLICK, York, Pa.

GEO. W. PARR,

Littlestown, Pa.

MANUFACTURER OF

HIGH-GRADE CIGARS

"The Quality Cigar"

It's Full of Havana. That's Enough for 5 Cents.

Correspondence Invited. Samples on Application.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS and DEALERS IN **Leaf Tobaccos**
142 N. Market Street,
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in

Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE: **Lancaster, Pa.**

CIGAR RIBBONS.
Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W
Manufacturers of
Bindings, Galloons, Taffetas, Satin and Gros Grain.
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

NEW ASSOCIATION IN YORK.

Leaf Dealers Combine for Mutual Protection and Benefit.

York, Pa., May 1.

The leaf dealers and packers of York and vicinity met recently and formed an association for mutual benefit and protection as well as to become a part of the National Association of the United States.

The city of York has the distinction of being the third city in the State in point of varied manufacturing industries—including, of course, a large proportion of the 1,500 cigar factories in and within easy access to the city—while the quantity and frequently the quality of the tobacco raised in this county compares favorably to that of Lancaster county.

Such facts are probably true of no other tobacco and cigar section, and the need of urging the products and distributing a more general idea of the position in the trade of this city prompted the promotors of the association to act promptly.

R. M. Granat, of the firm of Gillin & Granat, was selected a delegate to the National Convention meeting in Lancaster today, and it is expected that he will be among the most active members of the convention, and will see to it that York is well represented.

Louis White, of this city, is perhaps the oldest cigarmaker in the United States He began at the bench in 1840, and has worked at the trade incessantly, with the exception of a short interval, when he plied a boat on the Mississippi. He is now 80 years old and works constantly at the bench. He is reported to average 400 cigars a day.

White says the greatest number of cigars that he has ever made in any one day was 2,000, whenhe rolled that number of stogies. He has worked in almost every cigar factory between this point and Philadelphia.

White was born in Pittsburg, and, judging from his activity and keen vision, he bids fair to make many more cigars.

Manufacturers throughout the county are not so busy as they should be at this time of the year, but there is an improvement setting in.

John E. Olp, formerly in the cigar manufacturing business at Jacobus, this county, but who also recently went through bankruptcy proceedings, is said to be taking hold of the Lafayette Cigar Store on South George street.

The Fernside cigar, made by Geo. W. Parr, which is on sale at the National Hotel, this city, was recently given a great booming, when a number of traveling men who knew Mr. Parr, started to plug for the Fernville, and in a very short time there was quite a run on it, in fact so much so that proprietor Reist could scarcely keep a stock of them on hand.

Fisher Bros. & Co., of Hanover, are apparently doing very nicely on their 10 cent leader, the Colonial Governors, and are building up a good local trade on the goods.

Smith & Sheffer, leaf dealers at Hanover, are having a good volume of business and say the greatest difficulty just now is the getting of goods that are suitable at a reasonable price. They sell themselves just now.

A. J. Brady & Sons, of McSherrys town, are finding a very healthy lot of duplicate orders coming in for their product, and are naturally very much encouraged in consequence.

DIDN'T PAY TAX ON STOGIES.

Internal Revenue Officers Make Arrests for Defrauding Government.

Cleveland, O., April 30.

Internal revenue officers after weeks of investigation have arrested three Italians and it is expected there will be uncovered an extensive scheme for defrauding the government. The men arrested are Joseph Naples, Joseph Laurionzo and Nicoli Poco.

According to the authorities hundreds of thousands of stogie cigars have been disposed of in Ohio without the payment of one cent of internal revenue.

In addition to being a distributor for a New York stogie manufacturing concern that manufactured and sold the goods without the payment of the required tax, it is asserted, Poco is charged with manufacturing stogies in violation of the internal revenue laws.

According to the government authorities the discoveries already made show that the government has probably lost something like $50,000, with the likelihood that additional information will show a largely increased loss.

The officials also expect to arrest the New York manufacturers, who, it is charged, have been making the illicit goods for distribution.

CIGARETTE YIELDS TO THE PIPE IN MARION, IND.

Marion, Ind., May 1.

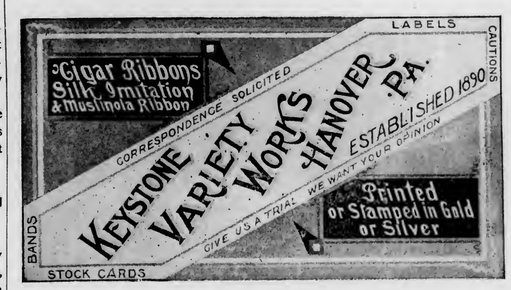
Cigar and tobacco retailers in this city report a continued demand for cigarettes, in spite of the law. Among those who are inclined to abide by the edict, however, the pipe seems to be the favorite substitute for the cigarette. Dealers in this city say since the cigarette law has gone into effect the sale of pipes has more than doubled. The small pipe, suitable for carrying in the pocket, seems to be the demand. A number of the smokers substitute cigars for their smoking, but the pipe is the general favorite.

—Work on the new factory of the Rucker & Witten Tobacco Company, at Martinsville, Va., is progressing rapidly, and the new plant will be completed at as early a date as the weather will permit.

HENRY GOTTSELIG & BRO.
Danville, Pa.

Manufacturers of
High Grade Union Made
Cigars
"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. **1619** South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.



J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

BRANDS:
"MANO" 10c. Cigar
"Modjeska"
and "La Mano"
5-cent Cigars

H. C. LONG & CO.
Manufacturers of **Cigars,** LEBANON, Pa.

OFFICE:
118 Mifflin Street
FACTORY:
Cor. Maple and Plum Aves.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

W. H. RAAB & SONS.
LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
DALLASTOWN, PA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio.

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

AMOS DUNKEL'S SAYINGS.

Anticipates the Convention. Expresses Some Views on Salesmanship.

Hinkeltown uf dem pike,
der 1st Moi, 1905.

Mishter Editor:

Ich hob sheer ken tseit for der tsu shreiva heit for ich mus mich reddy mocha for noch dara konvention tsu ga. Ich forward es gebt so a grose tseit in Lengeshter de woch a mohl farleicht, won de leit aw recht rous kumma.

Dar Bresident fun dara assosiashun is glab ich so an eirck ar shmarter mahn, un weer wellen en al a mohl hahra sei speech mocha, mier kenna noch feel fun em lanna farleicht, un won ar net a guter speech mocht warra a mohl feel leit grose gadisapoint farleicht, for se hen al era mind uf gamocht os es gebt ebbes bodiches des amohl. Un ich har se kumma bei fun Nei Yirk, Filadelfia, und de wesht un al ever hahr.

Es sol aw da no noch so en grasar banquet gevva, ovver dat ga ich net he. Ich kons net recht shtanda may, for ols so feel wei tsu drinka, un ich denk se hen blenty ei galeckt. Es kent aw sei os es noch onnera hot wu so bissel dar kop way hen bis dar nexsht dawk farleicht, ovver ich wase wul os se ols gleicha so mit mocha, un no mocht es nix ous won se aw shun so a bissel kotzsa missen ols a mohl.

Ich hob ols gament ich date aw gleicha so an duwak agent tsu warra, ovver ich hob shun fehl gsana in de letchta paar wocha. Un yust dar onner dawk hob ich aner gsana, un dar hut now so en marickgwardich ar groser pock bei sich kotta, un den hut ar al ever mit he draga missa, os ar sheer gaw grum bucklich is warra da fun. Ich hob se shun oft hara saga we en grose bissness os se gadu hetta, dahl fun sella kal, un os se ols a hunert boxa un noch may farkoft hetta uf a mohl. Ovver dar arm drup, sheints hut not gons so gud aus gamocht, for ar hot seller bundel dar gons dawk rum gadraga, un wahr en no noch net los, os es mier shint sel wahr mier tsu harde arvet. Ich hob ovver aw aus gfuna os se net so a grosa bissness du we se aw lossa, os es gincki by em hunert weis. Ich bin aw shure os es dahl leit hut wu froh sin wons se by em pund recht gud farkoffa kenna, won se aw shun aw ossa os se a grosa bissness du date. Ich feel shure os es hot fehl so kal wu may bissness du met em moul, os anich onnera wake. Won mier es bissel in nocht nemma date denk ich data mier aus finna os oft mohl the bissness wo some fun dena agents saga se hetten gadu, date may duwak geva, os im so a gons yohr wockst, in a dahl fun denna shtate wu duwak uf gatscuga wert for segars dufun tsu mocha.

Un es is aw net yust de agents wu ols amohl aw lussa se data so feel bisness, dahl leit wu sich packer hasa wellen sin yust so shlim for sel, farleicht.

Wel, gud by,

AMOS DUNKEL.

NEW PLUG PLANT IN CARROLLTON.

Wright & Caesar Co. will Probably Build One in Burley Section.

Carrollton, Ky., April 28.

Arrangements are being made, which if successful, will result in the establishment of a new plug tobacco factory in this city. John Wright,, of the firm of Cæsar & Wright, manufacturers, has paid a number of visits here lately for the purpose of looking over the situation and according to the statement he has made, reached the opinion that such a plant would be a profitable venture.

Mr. Wright argues that the chief advantage would result from the fact that the plant would be located in the heart of the Burley district, so that he would probably be able to secure his tobacco at from 5 to 6 cents less the pound and yet pay the producer more than he now pays.

The plan as outlined is to make a capital stock of $100,000, divided into equal amounts of preferred and common. The promoting firm would require of Carrollton that it take only $25,000 of the common stock.

The growers of Carroll county are elated over the prospect, as the factory will doubtless be able to use all the tobacco which they can produce. Immediate effort will be made to place the $25,000 in stock in that section, and there is every prospect that it will be taken readily.

This means a decided boom for Carrollton, for if the proposed railroad is built, another large factory will be erected here that will employ at least 200 hands:

MORE TOBACCO IN INDIANA.

Farmers Believe it Profitable and will Increase Average.

Logansport, Ind., April 28.

According to reports which have come from a number of farmers throughout those sections of this State which have been used in any degree for tobacco raising, the coming year will bring a largely increased acreage. The farmers who have given the experiment a good trial have found that it resulted profitably and in addition to there being quite a number of recruits, those who have given a portion of their soil to tobacco will now almost double the amount.

Several Cass County farmers declare that they will this year devote much more time to the cultivation of tobacco than they have formerly done. They say that there is no reason why this county should not produce as good an output of tobacco as is raised anywhere else in the State. As it is now, the best tobacco soil is in the Southern counties but the plant has been successfully grown further north even than the central portions.

The Cass County farmers will give the crop a thorough trial this year, at any rate, and if it comes up to expectations will go into the matter on a still larger basis than formerly.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,900 per Day. Telegraph—York, Pa.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Reading Tobacco Mfg. Co., George W. Green, Prop., Reading, Pa.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY
PADUCAH, KY
Clarksville, Tenn
Cable Address "CLARK."

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher
Hopkinsville, Ky.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

THE TOBACCO CROP.

Weather-crop Bulletin's Report for Last Two Weeks.

Washington, D. C., April 28.

Following are the reports, by States of the condition of the tobacco crops, as made in the latest weather-crop bulletin from the weather bureau issued by the Department of Agriculture:

New England—Tobacco plants in good condition.

Virginia—Tobacco plants doing well.

North Carolina—Tobacco plants abundant and growing nicely.

South Carolina—Tobacco transplanting delayed.

Kentucky—Tobabcco plants still doing well and generally plentiful.

Ohio—Some damage by freeze to tobacco plants.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

It is said by many farmers that their tobacco plants are coming up in fine shape, although I have not heard of any having more than two leaves, except a few like Mr. C. L Warner, of Hatfield, and it was said that he had them with three and four leaves. The plows and carts are very busy now and small heaps of manure begin to show on most of the fields in this locality, and the look is that fully as many acres will be set to tobacco as last year.

Our correspondents write:

Conway, Mass.: "The tobacco plants are coming on well, some that were sown April 6 now have four leaves and are growing fast. The growers here are beginning to realize more than ever before the value of early tobacco, and are trying to get it in early and do for it just the best they can. Two new barns are being built here, but there will not be much increase in areage."

Bradstreet, Mass.: "The reports from farmers are to the effect that considering all the cold wind we have had our tobacco plants are doing well in covered beds."

East Whately, Mass,: "No sales to report on accout of there being no tobacco to sell. George Dickinson has put up a new tobacco barn about 100 x 30 feet.—American Cultivator.

EDGERTON, WIS.

The process of gathering in the remnant of last season's tobacco crop is still going forward under about the same circumstances that have prevailed for several weeks past. Buyers in the field show a disposition to continue riding as long as any stock remains in growers' hands. With the country districts already more closely picked over than for many years it is easy to see the movement will exhaust itself before very long. Very little change is noted in prices as the following late transactions will show:

K. Obnstad, 7a at 7c asst
D. B. Coon, 31cs at 7c asst
M. Halverson, 4a at 7c asst
E. Haylock, 10a at 7 and 4c
L. L. Bronte, 10a at 6½c
O. E. Turner, 6a at 6c
E. Charles, 8a at 6c
Nordlen Bros,, 12a at 5½c
P. Anderson, 15a at 5c
J. J. Bickly, 10a at 5c.

A 100cs lot put up by Ladd & Thronson has been sold to H. W. Child. McIntosh Bros. report the sale of a 100cs lot of '03. Old stock of the cheaper grades especially is in strong demand, while good binder lots find ready sale.

The season of warehouse handling is fast reaching an end, though several concerns have stock in sight for some weeks yet. The seed beds for another crop have been about laid and the young plants have commenced to show.

Shipments 400cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week, all new crop, were 512 hhds; offerings on the breaks, 10 hhds; public and private sales, 30 hhds, old tobacco and new wrappers. Market unchanged in price.

Warehouses have now full stocks, which will steadily increase, as there seems to be no disposition to reduce them by sales for a long time to come.

We have now warm spring growing weather.

For old tobacco we quote:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.75	to	5.50
Common Leaf	5.75	to	6.75
Medium Leaf	7.00	to	8.00

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
HIGH-GRADE
Domestic CIGARS
Hanover, Pa.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
D'allastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

E. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

cent of the men in the United States smoke cigars.

So you see the poor little college boy, in the hands of the relentless long nosed investigators becomes the pitiful shadow of a habit when we get down to facts. The unfortunate part of it is that the daily newspapers don't bother to go behind their news reports for the actual facts as a rule, for such an operation is almost certain to spoil a "good story."

I have no doubt that thousands and thousands of anxious mothers read this article about the Ohio University and felt a great sinking of the heart at the frightful condition revealed of college life. I dare say many of those mothers as they reverently knelt that night, asked that their Father might extend His blessing and help on those who are laboring to stamp out this great evil.

I tell you these mothers have my utmost sympathy and pity, and I am generous enough to give the same to Miss Lucy Page Gaston and her devoted and blundering followers. I hate to see any one worrying and making themselves constantly unhappy on account of troubles which they imagine other persons are suffering under, but which don't exist at all.

My idea of the best remedy, is for us to have a little more of the truth of things, expressed so that everyone can understand and appreciate it. We all know the old story of the Irishman who volunteered to tell his neighbor that her cow had died, and as a means of breaking it gently, promptly announced the violent taking off of the woman's husband.

These good people who are worrying so over the cigarette curse will be all the happier when they learn how flimsy a foundation supports their fears. But just as long as standard newspapers take advantage of the delusion to foster sensational stories, just so much harder will it be finally to straighten the matter out.

THE OLD SALESMAN.

HUNDREDS OF ACRES INCREASE

Will be Made in Connecticut Tobacco but No More Shade-Grown.

Hartford, Conn., April 27.

The large yield of tobacco last year, supplemented by the high prices secured for the crop, will stimulate the tobacco farmers of the Connecticut River Valley greatly to increase their acreage this year. Reports from various large growers scattered through Hartford county indicate that the total number of acres to be planted this year will be greater by several hundred than the figure for 1904.

The towns on the west side of the Connecticut River will be largely given up to the growing of Connecticut Havana, while the towns on the east side will be devoted to Connecticut seed leaf. No

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

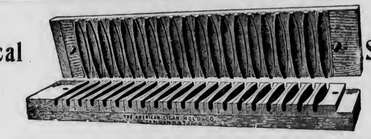
E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day

A Southern Location
GOOD TOBACCO LAND and LOCATIONS for FACTORIES
THE SOUTH is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request. M. V. RICHARDS,
Land & Industrial Agt., Southern Railway, Washington, D. C.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

Vertical Top



Solid and Durable
We Furnish BEST GRADE CIGAR MOLD.
Our Prices are the Lowest.
Sample Sections Free.
THE AMERICAN CIGAR MOLD CO.,
1935--1937 Western Avenue, Cincinnati, Ohio

W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs — Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty — Metal printed labels

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST **Lithographers,** CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively
JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.
Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product
is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

shade grown experiments will be tried this year.

Last year's crop was on the whole the most satisfactory ever raised in Connecticut. Not only was the yield abundant, but the average range of prices was high. The tobacco farmers are just now in clover.

Business Changes, Fires, Etc.

California

San Francisco—Estate of A Sutliff, cigars and tobacco; meeting of creditors

Connecticut

New Haven—John H Haydon, cigars; business for sale——L L Stoddard Co (inc), cigars and tobacco; L L Stoddard, President and Treasurer, dead——C J Rabanus, cigars and tobacco; quit claim

Idaho

Coeur d'Alene—Boyer & Reilly, cigars, etc, attached $295

Illinois

Galena—Edw K Blewett, cigar manufacturer; Standard Cigar Co succeeds

Hillabore—Geo A Schwartz, cigars; Fred E Schwartz in charge

Mason City—L C Cooper, cigar manufacturer; sold out

Indiana

Indianapolis—Sorhage & Craig, cigar manufacturers; chattel mortgage, $500

Iowa

Clinton—H F Jacobs, cigar manufacturer; bill of sale, $3,000

Des Moines—J F Donovan, cigars; bill of sale, $1,975

Maine

Bath—John H Currier, retailer of cigars; sold real estate deed $1

Bridgeton—Algie J Parker, cigars; mortgaged real estate, $365

Massachusetts

Boston—Cafe Noir Cigarette Co, cigar manufacturers; petition in bankruptcy——Commonwealth Cigar Co, wholesalers and retailers; petition in bankruptcy

Lawrence—Salem Mageed, cigars; chattel mortgage, $300

Michigan

Ann Arbor—James W Reid, cigars; Roscoe B Huston succeeds

Saginaw—Frank H Pohlmann, cigar manufacturer; F H Pohlmann & Son succeeds

Minnesota

Duluth—Wright & Fergy, cigars; chattel mortgage, $680

New York

New York City—Wm Russack, retailer of cigars; out of business——D Muehlenthal & Co, retailers of cigars; receiver appointed

Ohio

Quaker City—John B Hunt, tobacco; John B Hunt dead

Pennsylvania

Washington—T J Smith, cigar manufacturer; deed, $6,000——T J Smith, cigar manufacturer; satisfied real estate mortgage, $2,500

Rhode Island

Providence—W J McComb, cigars and tobacco; J Friedrich succeeds——H Norberg, cigars; H Norberg dead

Wisconsin

Milwaukee—Francesco Ippolito, cigar manufacturer; bill of sale $800

Sheboygan—Henry Wiehn, et al, cigars and tobacco; warranty deed, $1,000

PATENTS RELATING to TOBACCO, Etc.

788,478 Cigar mold, Alfred S Koch, Lancaster, Pa

788,370 Match box; Thomas H Pace, Richmond, Va

788,425 Cigar cutter; Frederick W Parris, Brighton, Mass

788,494 Cigarette packing machine; Manuel Placer, Havana, Cuba

788,331 Combination match safe and cigar cutter; Bert Rivkin, New York

788,077—Tobacco leaf sizing machine; Albert R Tiffany, Dayton, O

MUCH TOBACCO FROM RICHMOND TO ALASKA.

The R. A. Patterson Tobacco Co., of Richmond, Va., has made a shipment to Nome, Alaska, of two solid carloads of tobacco. One car contained "Lucky Stripe," and the other "Westover," and the two cars carry about 50,000 pounds, worth $36,600. The shipment goes to Nome by way of Seattle, Washington.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U.S.A.

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

Combination
SCRAP
--Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.
J. L. METZGER
Tobacco Co.
Dealers in LEAF TOBACCO
LANCASTER, PA.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
Correspondence Solicited le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 Lawrence St. Philadelphia
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS

VIRGINIA

PERIQUE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

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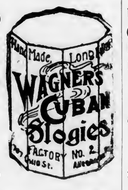

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Quaker City—John B Hunt, tobacco; John B Hunt dead

Pennsylvania

Washington—T J Smith, cigar manufacturer; deed, $6.000——T J Smith, cigar manufacturer; satisfied real estate mortgage, $2,500

Rhode Island

Providence—W J McComb, cigars and tobacco; J Friedrich succeeds——H Norberg, cigars; H Norberg dead

Wisconsin

Milwaukee—Francesco Ippolito, cigar manufacturer; bill of sale $800

Sheboygan—Henry Wiehn, et al, cigars and tobacco; warranty deed, $1,000

PATENTS RELATING to TOBACCO, Etc.

788,478 Cigar mold, Alfred S Koch, Lancaster, Pa

788,370 Match box; Thomas H Pace, Richmond, Va

788,425 Cigar cutter; Frederick W Parris, Brighton, Mass

788,494 Cigarette packing machine; Manuel Placer, Havana, Cuba

788,331 Combination match safe and cigar cutter; Bert Rivkin, New York

788,077—Tobacco leaf sizing machine; Albert R Tiffany, Dayton, O

MUCH TOBACCO FROM RICHMOND TO ALASKA.

The R. A. Patterson Tobacco Co., of Richmond, Va., has made a shipment to Nome, Alaska, of two solid carloads of tobacco. One car contained "Lucky Stripe," and the other "Westover," and the two cars carry about 50,000 pounds, worth $36,600. The shipment goes to Nome by way of Seattle, Washington.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U.S.A.

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855.
Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

Combination
SCRAP
--Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories
J. L. METZGER
Tobacco Co.
Dealers in LEAF TOBACCO
LANCASTER, PA.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
Le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

VIRGINIA PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

HANDY
Cigar Box Opener

Made to work well—look well and last well. Slips into your vest pocket and takes up no more room than a flat latch key. Just the thing to tickle the trade with.

Is of best tool steel and finely nickeled—bright as a new silver dollar. Has a hardened edge that is sharp—handy to cut labels, edging and stamps—a feature the common kind don't have.

We stamp your ad clearly and deeply into each of them, so that wear can't remove it.

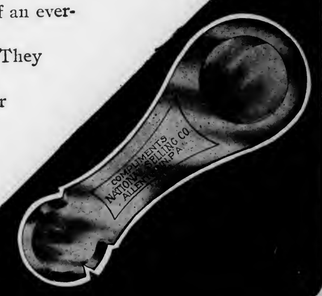
Don't this strike you as some thing extra good in the line of an everlasting advertisement, and a tool that would please the recipient?

They make a favorable impression on those who get them. They would help to sell more of your goods.

Why not let us fix up enough for you to give one to each of your customers? It's a splendid way to show your appreciation of their trade.

Write for prices—state quantity, and the ad wanted on.

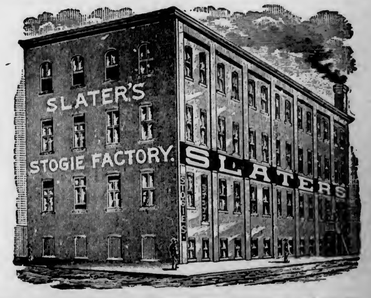
National Selling Co.,
ALLENTOWN. PA., U. S. A.



Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address—
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER **STOGIES**
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



E. ROSENWALD & BRO.

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THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXV., No. 19.

PHILADELPHIA and NEW YORK, MAY 10, 1905.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

You Can DO More
You Can GIVE More Satisfaction
You Can GAIN More Popularity

With your Cigars by dealing with us.
Our frequent repetition of Our Methods of Dealing;
About Our Everlasting Stick-to-it-iveness and Our Particular Straightforwardness, is Evidence that we give all

A SQUARE DEAL

ONCE AGAIN! We say that it's to your advantage to have **OUR NEW PRICE-LIST,** just issued. Write for it. We'll be pleased to send YOU one. It may be the means of **Putting You Next** to saving money.

L. G. HAEUSSERMANN & SONS
Wholesalers, Retailers, Importers & Packers of
CIGAR LEAF TOBACCO.
No. 240 Arch Street, Philadelphia

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

—THE TOBACCO WORLD—

PHILADELPHIA SMOKE VETTERLEIN BROS.' SABOROSO PHILADELPHIA CIGARS BOSTON

MANETO CIGAR

GUMPERT BRO'S. Manufacturers

VIRTUE LIBERTY AND INDEPENDENCE

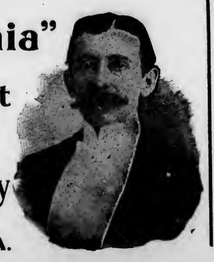
114 N. 7th St. Philadelphia

The **RUGBY** is distinctly different from all other nickel cigars. Why? Possibly because we let it cost us more than most other cigars at that price cost the manufacturer.

STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.



EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the Food You Eat
Vesper CIGAR

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

NAPOLEON 5¢ CIGAR

Channing Allen & Co
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Again it is expected to be a large buyer for export account, owing to its close alliance and community of interest with the combine of Great Britain. and if the big and expected shortage in the crop of 1904 develops as here shown it will again reach out for everything in sight and place the independent manufacturers, as last year, in sore straits for their supplies of raw material.

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The advertisement simply states that the firm is retiring from the retail cigar and tobacco business in this city. But by dealers known to be in the confidence of the trust it is stated that Sacramento was too limited a battle ground, and that for this reason the various expedients

(Concluded on page 38)

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Sacramento, Col., May 3.

After having been for several years engaged in business in this city the firm of Blaskower & Co., coast representatives of the American Tobacco Company, has retired and vacated. Formal announcement of the fact is made today in the advertising columns of the Union, but it has been whispered for several days past that the Capital Hotel Cigar Store, owned and operated by Blaskower & Co., or the United Cigar Stores of San Francisco, was about to change hands.

The advertisement simply states that the firm is retiring from the retail cigar and tobacco business in this city. But by dealers known to be in the confidence of the trust it is stated that Sacramento was too limited a battle ground, and that for this reason the various expedients

(Concluded on page 38)

TIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1845
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA SEED LEAF TOBACCO SUMATRA
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HABANA & SUMATRA
DEALER IN LEAF TOBACCO
1642-44 N. ELEVENTH ST. PHILADELPHIA.
REGISTERED.

J. S. BATROFF,
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana Y & N
217 N. THIRD ST., PHILADELPHIA Packers of Seed Leaf.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
Title & Design Registered
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

SCANDAL AND TOBACCO.

I see by last week's Tobacco World that the Cincinnati Presbytery had a rassle with the tobacco question. They talked it over for a while and then decided that no minister ought to use tobacco in any form.

One old chap, though, who probably enjoys his little chew, made a spirited speech to the question, and declared that it mattered more what came out of a man's mouth than what went in. He said something to the effect that the minister who encourages or carries gossip, slander or any of the other delightful forms of feminine pastime, was to be considerably more censured than a man who inoffensively gratified himself by the use of tobacco.

This man evidently spoke right out in meeting, and held nothing out in his mind. He is evidently there all right with the sense goods and he certainly has the right idea of it. The time is long past when the use of tobacco was considered either a crime or a reprehensible luxury. Our journey through this vale of tears is sad and motonous enough, anyhow, without trying to cut out all the trimmings.

My grandmother used to regard a man who smoked as a devil's deputy and as simply hurrying his smoking this side of the grave. In her eyes the smoker had no more chance of Heaven than a fish-worm, and if she were living today to hear that a member of the Presbytery had in any degree countenanced the use of tobacco, she would wonder why God had permitted such a wolf to stray into the fold.

A rather goodly proportion of the clergy uses tobacco and loses nothing in the estimation of any sane man. I believe that the two principal arguments advanced against the plant are that its use necessitates the expenditure of money that would better be put to other purposes and that the "weed" has a deleterious effect upon the human system. In short the non-tobacco advocate declares that the smoker throws away money in order to poison himself.

It is not particularly up to me, boys, to take out a brief for tobacco and there is not anything so very fresh in such a subject. I happened into Lancaster a few hours last week, however, while the annual convention of the Cigar Leaf Tobacco Association was being held, and I was struck by the uniform huskiness of the bunch. So far as I could see every man there with unvarying regularity stabbed himself in the mouth with a cigar about every hour, and with the only intermission, one for sleep.

Presumably these men have been doing the same thing for years and years, and if they have been poisoning themselves all this time I should think some thing ought to begin to show. As I said before, though, you wouldn't find a huskier, more substantial looking set of men in a month's travel and it is hardly fair to assume that the tobacco trade is peculiarly fortunate in its possession of unusually healthy men.

These men all seem to be sound in wind and limb and seem not only in average good health but rugged, and they all smoked away like a furnace in a gale the whole time I was around. Further more I notice it is usual for a man in the tobacco business to have a lighted cigar near him all the time.

If tobacco is a poison it must be the slowest poison known to man. Every once in a while I notice that death claims some careless and reckless victim of tobacco at the age of about 117, and I think you will find that nineteen out of every twenty men 70 years old, or more, use tobacco and have all their lives. Nothing doing in the early taking off line for them.

So far as the money end of it is concerned, it is generally accepted now-a-days that a man can go as far as he likes with his own money and anyone who suggests that the chap who spends a nickel for something he does not really need is throwing down his chances of future salvation, writes himself down as a chump and a hopeless back number.

To return to the sensible, old Presbyterian, who would rather smoke than talk behind a neighbor's back, I would like to have the pleasure of buying that man one of the best cigars that could be found. A minister has to deal more directly with women than with men, and this fact breeds a gassiness that is frequently a nuisance. More than one pastor who had not a malicious thought in his brain, has become a cheap gossip simply from mixing so much with the

(Concluded on page 7)

CAMPANELLA HAVANA CIGAR
Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

IF YOU WANT to be in HAVANA
Smoke CAMELA 5c. Cigars
MADE BY
HENRY HEYMANN'S SONS
Office, No 614 Betz Building, Philadelphia.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia.
Hollard's

F. V. ESHLEMAN,
1600 Arch Street, Philadelphia,
MAKER OF
CLEAR Archon SELECTED HAVANA CIGARS
HAVANA CIGARS
A Cigar of Real Quality, made in various sizes, ranging from $35 to $300 per thousand.

THE REALM OF THE RETAILERS

EXECUTIVE SYSTEM OF UNITED CIGAR STORES COMPANY.

FOLLOWING is another installment of the article on the splendid executive system of the United Cigar Stores Company, two sections of which have already been printed on this page, and read with interest. The present matter deals with the coupon system and the company's advertising:

Almost coincident with the recognition by the public of the fact, that the coupons accompanying purchases made at United Cigar Stores have a stable value determined by the value of the premiums for which they were exchangeable, sale agencies sprang up where the coupons were bought and sold. It would have been and, indeed, was no difficult matter for the store clerks to steal coupons, or to appropriate those unused, and to sell them to dealers at prices varying from one cent to one and one-half cents each for the green coupons that are given at the rate of one for every 25 cents' worth purchased. It is well worth incidental mention that the immediate fixation of coupon cash values by the public was a remarkable evidence of the manner in which the public invariably acknowledges the desirability of an assuredly safe investment. The United Cigar Stores premiums, from the day when they were first put on the market, were pre-eminently the safe investment—as safe, within their limitations, as United States government bonds. The comparison is by no means a hyperbole; and it is a universally conceded fact that the public has treated them, as investments just as it treats government bonds. The achievement was more a matter of careful judgment and straightforward dealing, than of business shrewdness or adroitness. A limited premium list was devised, with excellent quality as the prime essential for every article included; and, in every instance, something was actually given for nothing, as an investment of nothing was defined in the form of premiums as an unearned increment of every purchase. The quality of the premiums never deteriotrated. Every premium possessed a considerable intrinsic cash value. Scarcely a month elapsed before the coupons had a fixed value, as a currency much smaller in denomination than the old government "shinplasters," but very nearly as negotiable.

The strong temptation to juggle coupons pressing upon the store clerks was recognized from the outset; and, from the outset, the requisite safeguards were established. When the store is called upon to deliver to a certificate holder a premium worth, for example, 50 certificates, the certificates received in exchange for the premium are required to be inclosed in a special envelope. The envelope is inscribed with the exact character of the premium chosen, the number of certificates received for it, the date of delivery of premium, the store number, and the name of the particular clerk who delivers the premium to the customer. In the New York office a record is kept of the total number of coupons and certificates sent out at any one time to any one chief clerk; and the record specifies by totals the denominations of coupons and certificates. At the usual monthly inventory, the team of special agents count, by actual count, the number of certificates and coupons in the chief clerk's possession. Of course, the general public can never take more coupons from any one store than the number furnished to the store; and, from the time of the inventory, the total face value of the coupons and certificates corresponds to the retail value of the entire stock debited to the chief clerk. The point is that the general public invariably omits to accept a certain percentage of the coupons which are in hand for delivery if the customers will accept them. It would be in the non-acceptance of certificates and coupons that a clerk could find opportunity for private profit, for he could sell those coupons the customers decline to accept. The safeguard was found in application of the simple law of average. The company determines, by general average of all stores, what is the percentage of coupons accepted upon the volume of business. When all changing conditions were taken into account, it was found that the coupons accepted amounted to 80 per cent upon the total retail trade throughout the country. There should, therefore, be on hand, with the average store, a running surplus of 20 per cent. In the light of the company's instructions to clerks that every tactful endeavor must be made to accept coupons and certificates, no rigid line of inference as to a clerk's integrity was ever drawn, so long as his surplus was greater or less than 20 per cent. But, if there was no surplus whatever—no "overage," as it is called—it was obvious that there must be some unwarranted abstraction of coupons; and, in such a case, there was almost prima facie evidence of hypothecation on the part of the clerk. This is the limit of regulation which the coupon system has thus far attained; but the accountants in the New York office keep constant record of the national average. It is rising, slowly but steadily. As it rises, the clerks of all stores are expected to furnish the average overage.

The advertising done by the company, while it has attained more slowly towards perfection, was from the outset characterized by the same return to first principles. The stores themselves were recognized as the advertising points of departure, to be accorded first attention. Newspaper publicity, and publicity in general, were regarded favorably, but cautiously, as media to be systematically experimented upon—an attitude common to all large investors not thoroughly grounded in experience yet endowed with the spirit of intelligent enterprise.

The display opportunities of the stores themselves afforded something tangible at once, and every nettle, old and new, that was discernible was vigorously grasped and crushed. It was decided that there must be a uniform scheme of interior arrangement and of window display, so that a man who had once laid eyes on a United Cigar store would recognize its brothers, from New York to San Francisco. The rear of every store was allotted to smoking and chewing tobaccos; the middle sections to cigars of low and medium grades and to ordinary brands of domestic and Turkish cigarettes; the front portion was reserved for Havana and Turkish goods of the highest grades. The whole aim of the general enterprise—sale in unusual quantity of goods of high quality, with seizure steadily upon the full volume of middle class trade—must have been apparent to the discriminating eye at a single, comprehensive glance. Admirably adapted to its ultimate purpose as the arrangement was, it presented no such brilliancy of innovation as attended the handling of the windows, the head and front of every retail store. Window depth, that relic of older time, was remorselessly cut down, to the advantage of interior selling space. But window height was tenderly respected; and window breadth was cherished like a miser's hoarded riches. So every United Cigar store was equipped with a high, broad, but very shallow window in which all arrangement of wares must hit the passing eye, for general effect and for conspicuity of detail alike at the same instant.

Today, at the company's executive offices on West Seventeenth street, in New York, in jealously guarded privacy on the second floor, there is continually in course of design a model window, constructed by the chief window dresser, in infinite variety but always in strict subordination to the fundamental principles of the company's store windows,—base for small, bright packages certain to catch the eye and fitted for minute inspection; background for artistic arrangements of cigars and large packages; and special points of vantage utilized for those articles which, at the time, the company is pushing hardest. A similar model window center exists in Chicago, for the west. Every two weeks, expert subordinates—numbering 16 now in the eastern or, as it is designated, New Jersey Corporation Territory—depart on tour from the model center, where they have studied and sketched the perfected window. Within a few hours after their arrival, every store in every city blooms forth in fresh window garb, everywhere identical, everywhere the product of the highest skill possessed by the most capable expert, everywhere striking the same blow called for in the progress of the company's formulated policy.

The first consistent employment of ink was on the company's own store window. It was a master stroke of effectiveness and economy. Paper signs, from very light material, were so cut that they were all border, in the form of ovals, triangles and diamonds—the simplest game to learn among the plays of childhood. Pasted on the windows, often as they were torn down by the sympathizers of competitors, they interfered to no appreciable extent with the view of the display, yet sufficed to draw in hundreds of the earliest customers by their advertisment of bargains. As the quality of the model window rose, with time, and as the finer art of sign placing was comprehended by the chief clerks the border plan lapsed to a pronounced degree; and uncut paper signs were used.

The use of newspapers was inaugurated, with advertisements which should afford the most immediate and directly appreciable returns—the advertisement of bargain days. Never was there more indisputable proof of the worth of advertising. On those bargain days business jumped, like a spurred horse. After a year or so this company took its bachalaureate degree in advertising; it bought more space—sometimes as much as one-quarter of a page—and used that space, not so much for the promotion of bargain business as for the commendation of its staple lines. It was the company's acknowedgement of its comprehension of the great main fact, that advertising pays all the time.

Not quite a year has elapsed since the company was suddenly numbered among the Doctors of Laws in advertising. It had grown up to the magazine field, that highest and most difficult, yet most remunerative branch of the modern learning. Wedded to a mail order business, magazine advertising gives the richest direct returns. The company, now assured by ample practical experience, wedded its advertising to a mail order department, and on no mean scale. The returns were so considerable that, today, a force of nearly two-score people is continually at work making up packages for delivery in compliance with mail orders.

• • •

THE SEDUCTIVE HAVANA.

ONE night Sir Henry Irving, the great English tragedian, on getting into a cab, gave the driver a fine Havana cigar. By the time the end of the journey was reached the cabby was putting on airs. His hat was on one side and sitting bolt upright, he was smoking with keen enjoyment—an enjoyment that rejoiced the heart of the actor, who told him he was glad he liked the cigar. "Yes, I do, I never dreamed of such tobacco!" Thereupon Irving gave the Jehu another cigar of the same brand, with the instruction to smoke it after supper. "No, sir, I won't, for the very smell of such a cigar as this in my house would make the landlord double my rent."

• • •

INDIANA CHORUS.

In the spring the young man's fancy
Lightly turns to cigarette;
When he dies these coffin nails
They are with him yet, you bet.

A National Cash Register saves time, labor and money, because it furnishes an accurate and automatic system for the handling of all the transactions in your store and enforces carefulness and accuracy. Your sales are guarded, the small leaks in your business are stopped. Mistakes are prevented and you have more satisfied customers. All this means greater efficiency and increased profits.

Let one of our representatives call and explain our system to you.

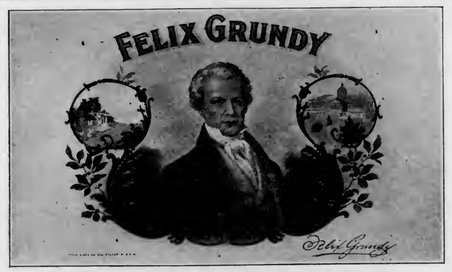
Cut off here and mail to us today

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a _____ store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

_____ Name
_____ Address
_____ No. Clerks

Please Mention The Tobacco World



The "Felix Grundy" Cigar, Made by S. S. Watts.

A cigar which makes an excellent smoke and has built up a strong measure of popularity on that account is the "Felix Grundy," manufactured by S. S. Watts, of Terre Hill, Pa. The brand is a five-cent one, put up with the above attractive label, which bears a quiet distinction that is very pleasing. The cigar is a good exponent of the fact that a smoke of quality can be made to sell for five cents, and it is found to duplicate in nearly every case.

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

women and desiring always to have something interesting to say.

One of the finest men I know, keeps a cigar store, and makes his living from the sale of tobacco. I hardly know whether this man could be regarded as a Christian, in the church sense of the term, but I do know that there is no whiter man living. He has a great deal of respect for the Christian religion, and absolutely forbids the use of profanity in his store. Of course if a stranger comes in and chooses to swear while he is making his purchase, the proprietor can do nothing, but if the customer is known to my friend, he will hush him up quickly enough, if there is a slip in his conversation.

This man would rather do a favor than eat a meal and he has probably helped more persons when they certainly needed help, than any minister who ever lived. Yet he makes his living by the sale of cigars and tobacco, and it is by these commodities that he is able to extend such a persistant helping hand. What argument non-tobacco people would make against him, I do not know. Neither do I care. But I have never heard this man speak an ill word about anyone and I would rather take his word than that of any other man, Cincinnati Presbytery included, that I can think of at present.

THE OLD SALESMAN.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD I. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

BUSINESS IN HAVANA MARKET SATISFACTORY.

Some Vuelta Abajo Remains Unsold, However, but the Prices Asked are Regarded as High. These are Largely Regulated by the Relative Anxiety of the Buyers.

[Special Correspondence of The Tobacco World.]

HAVANA, May 1, 1905.

Business during the past week did not reach the same proportions as during the previous one, still it can be called satisfactory, taking into consideration that this was the tail end of the season. The Spanish leaf dealers mostly close their books by the end of April, and commence their commercial year with the first day of May, as this date corresponds closest to the beginning of the new crop.

Under normal circumstances the old crop has disppeared from first hands, excepting trifling quantities which play no role to speak of. This year, however, there are still some stocks left unsold, chiefly Vuelta Abajo, for which the owners are asking higher figures, as they are under the impression that they will all be wanted, as the good part of the new growth may be higher than last year.

Prices, however, are regulated more by the buyers than by the sellers, as according to the more or less urgent necessities of the former they will go up, remain stationary or decline. The sellers, who in this instance comprise the leaf dealers and packers of tobacco, on their part are buyers originally, and they are certainly exercising their best judgment in securing the new crop from the farmers as cheaply as they possibly can, in order to be able afterward to dispose of it with a living profit, to which they are entitled.

They are risking their capital and a mistake made by them results often in losses, which are usually heavier than the legitimate profit on their purchase of a vega. While a few large factories buy directly from the farmers, the majority of them prefer to employ the middleman, and it is an open question which of the two classes fare the best. In theory many things can be figured out to the advantage of buying directly from the producer, but in reality the middleman is a necessity, and is bound to exist until the millenium takes place.

Even the trusts, which started out with the idea of suppressing the middlemen, have found out that the idea of doing away with them entirely is an impossibility, as they only created a new set of middlemen of their own by forming separate companies which do the buying, others that manufacture, and finally others that attend to the sale of their commodities.

It is claimed that owing to the continuous rains in the Santa Clara province the green tobacco still hanging on the poles is showing signs of rot, and that all the tobacco cut during the month of April may be fit only for manure, thus reducing the quantity by perhaps 30 per cent, and as this represents the first and second capaduras principally, the outlook for the United States market is gloomy indeed, provided reports are not exaggerated.

Sales

during the week amounted to a total of 3,448 bales, divided into 3 300 of Vuelta Abajo, 50 of Partido, and 98 of Remedios. Buyers for the American market secured 2,438 bales, and for local consumption 1,010 bales were written off.

Exports during the week to the several American ports amounted to 4 633 bales, while only 27 bales were shipped to Europe.

Buyers Come and Go.

Arrived:—Sol Hamburger, of Hamburger Bros. & Co., New York.

Departures: A. A. Martinez, Oscar Reinach, E. J. Stachelberg, for Tampa; M. A. Pollack, for Mobile; B. Wasserman and Sam Wasserman, for New York; Heinrich Upmann, for Hamburg.

Havana Cigar Manufacturers

are working steadily, although the volume of business does not show any signs of expanding yet, as the orders are mostly for current sizes in small quantities.

H. Upmann & Co. say that their factory is busy enough in executing orders for their celebrated H. Upmann brand, chiefly for the United States and South America. They shipped 400,000 cigars last week of their own and other independent manufacturers' goods.

Cifuentes, Fernandez & Co. are perfectly satisfied with the business they are doing, as no matter how poor business may be in general, Flor de Tabacos de Partagas & Co. always are called for from the principal markets of the world.

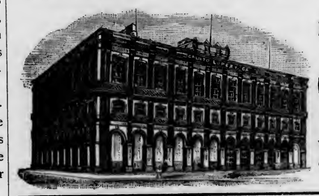
Por Larranaga is doing fairly well in the dull season, and in order to extend its relations, Don Antonio J. Rivero, the manager, intends to leave on Saturday next for the United States and Europe.

Rabell, Costa, Vales & Co. are in receipt of respectable orders from the United States, Europe and South America for Ramon Allones, Cruz Roja, Marques de Rabell and other annexed brands.

Behrens & Co. are doing a satisfactory business in their Sol factory, and are constantly receiving sufficient orders to keep all of their forces fully occupied.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA. CUBA.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA

FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Consulado 91, HAVANA.

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." Habana.

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 HABANA

JOAQUIN HEDESA

Successor to MARTINEZ, HEDESA & CO.

Packer and Exporter of Leaf Tobacco

83a Amistad St., Habana, Cuba.

Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, HAVANA

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONILEVA. Habana

Bruno Diaz — B. DIAZ & CO. — R. Rodriguez

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, Habana, Cuba.

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de

Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270.

Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS

P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO

GROWER, PACKER AND DEALER IN

Vuelta Abajo, Partido and Remedios

Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.

Dealers in Leaf Tobacco.

and COMMISSION MERCHANTS,

Monte 156, Cable—"CALDA." HABANA, CUBA.

Established 1834

POR LARRAÑAGA

Trade Mark Registered

Independent Vuelta Abajo Factory

Por Larrañaga Cigar Manufactory

ANTONIA LOPEZ CUERVO, Proprietress

ANTONIO J. RIVERO, Manager

2 Belascoain (B), HAVANA, CUBA

Cable Address: Por Laranaga, Havana

Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

At the moment your correspondent walked in he witnessed the placing of a large order for dark colored cigars for the Archbishop of New Orleans, Monseignor Chapelle, which is a proof again that the real connoisseurs preter the dark to the light colors, as the former are the most aromatic and sweetest in taste.

J. F. Rocha & Co admit frankly enough that business is temporarily quiet in their Crepusculo factory, although Nene and Jefferson have enough friends in the United States who do not fail to order them steadily.

Buying, Selling and Other Notes of Interest.

Edgar J. Stachelberg, was a large buyer this past week, as he secured over 1,500 bales of Vuelta Abajo leaf for the new combination of M. Stachelberg & Co., and Esberg-Gunst Co., Tampa.

Antonio Suarez sold 392 bales Vuelta Abajo last week.

Sobrinos de A. Gonzalez are very busy now buying new tobacco in bundles in all the tobacco growing sections of the Vuelta Abajo, Partido and Santa Clara province, for their various escojidas. They have the honor of having sold the first vega of new Vuelta Abajo to a local factory, some time ago, although for some reason this was not reported at the right time. Their Bejucal escojida is working with full forces.

Jose F. Rocha turned over 325 bales of Vuelta Abajo.

Jorge & P. Castaneda are hard at work in their three escojidas at San Antonio de los Banos, and will receive the first lots of new tobacco this week.

Muniz Hnos. & Co. disposed of 305 bales of Vuelta Abajo.

Oscar Reinach purchased 200 bales additional of Vuelta Abajo for his firm of Fernandez Hnos. Co., Tampa.

Bruno Diaz & Co. sold 200 bales of Vuelta Abajo and Partido, nearly half o which was of the 1905 crop.

Manuel Suarez & Co. are as busy as ever, and Don Jose Mendelsohn is expected here next week from New York to help Don Manuel.

Loeb-Nunez Havana Co. made sales to the extent of 198 bales of Vuelta Abajo and Remedios.

Garcia & Co. are as usual non com mittal, although, as they shipped 496 bales of leaf last week, it stands to reason that they must have done some good new rade.

A. M. Calzada & Co disposed of 129 bales of Vuelta Abajo last week, Don Antonio will leave for the Vuelta Arriba to make some arrangements for their coming Camajuani packing.

S. L. Goldberg e Hijos have made some purchases of extra fine vegas in the fine vegas in the Rio Seco district, where they expect to open their escojida about May 15th.

Gonzalez, Benitez & Co. turned over 128 bales of Vuelta Abajo.

G. Salomon y Hnos. closed out 107 bales of Vuelta Abajo.

Jose H. Cayro e Hijo shipped 125 bales of leaf to Key West, and have already received some bales of new tobacco of their three packings.

Aixala & Co. sold 100 bales of Vuelta Abajo.

According to a circular issued by the U. S. Consul General at Havana, in future all Consular invoices will have to be made out either in United States currency, or otherwise the Spanish gold dollar has to be reduced to currency at the rate of 96½ cents. This order was issued by the Secretary of the U. S. Treasury, and very likely will lead to a test case to be decided by the U. S. Supreme Court, as all the importers of cigars will pay the higher duties under protest. It is also possible that the Cuban Minister at Washington will use his diplomatic powers to bring about a revocation of this order. It does not matter at all to the leaf trade, as there is no ad valorem duty, but for the cigar importers it will mean an increased duty of $1.10 per thousand, if the cigars here cost $100. Evidently the Secretary of the Treasury has been misinformed and his action has been too hasty, because if he understood the true facts, it is not likely that he would have issued this order. To make the Spanish gold dollar to be equal to 96½ cents U. S. currency would mean an exchange rate of about 103⅝ per cent, while the monetary 3 days rate is 109⅛ per cent. In Spain $5 at 96½c would be $4.82½, which may be the true gold value, but here in Cuba the $5 Spanish gold piece is worth $5.30, or a premium of six per cent, therefore the true equivalent is almost 91 cents, at which rate the invoices used to be calculated in the U. S. Custom houses.

Receipts From the Country

	Week Ending April 29. Bales	Since Jan. 1. Bales
Vuelta Abajo	531	11,678
Semi Vuelta	53	98
Partido	193	2,331
Matanzas	—	11
S. Clara & Remedios	14	8,678
Santiago de Cuba	—	4,633
Total	791	28,318

[Special.] Havana, May 5.

I learned today that Don Gustavo Boch had tendered his resignation as president of the Havana Tobacco Co. to the Fifth Avenue Council.

J. F. ROCHA & CO. S. en C.

Manufacturers of the Celebrated Brands

"Crepusculo," "Nene" and "Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.

Leaf Tobacco Warehouse,

MONTE 199,

Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA

Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of LEAF TOBACCO

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

CHARLES BOLLSTATTER,

Manufacturer of

∴∴Fine Cigars∴∴

1433 Ridge Ave., (Both 'Phones) PHILADELPHIA

Correspondence solicited with large handlers. Write for Samples.

WANTED!!

Distributors for the Celebrated

GOOD POINTS, HAPPY PHIL and JUAN BAZAN

Combination Filler CIGARS

Samples and Prices Cheerfully Furnished.

BLOCHINGER & CO.

Sole Owners and Manufacturers

The Smokers' Favorite Brands. RED LION, PA.

Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

G. & E. Cranz,

R. & B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.

NEW YORK

H. SCHOENER. CABLE ADDRESS "TACHUELA"

H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE.
NEW YORK.
Almacenes de San José, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HERR."
Joseph Hirsch & Son
A. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, May 8, 1905.

Brooklyn retailers say they did very little business this last week. Things were not that way in Manhattan, as goods moved very freely over the counters and the first steady warm weather brought an actual influx of customers. Just why Brooklyn should have suffered is not clear, but it is a fact that a number of Fulton street dealers were very grouchy over the week's business.

For some reason there seems to be a mania at present to cut prices as far as it is possible to go and save the cost. This cannot be blamed on the United Cigar Store's Co., but seems to have started all of itself; every other cigar store that you pass will have some tentatively attractive price-cutting schedule posted in a prominent position in the window.

• • •

The manufacturers are still shaking hands with themselves on account of the steady and most substantial volume of business. Returns from the roadmen are still good and judging by reports there is not a single kick coming from this end of the trade. Retailers are ordering well and must be disposing of the goods, or else their orders would not repeat so frequently.

• • •

The leaf market for the week yields no news, practically the only action being the inquiry for Sumatra. Even in this there were not a great many orders recorded, but lots of manufacturers manifested an interest in the samples and gagged a bit on the price. The old goods sold more readily than the new crop. There was fairly steady buying of Havana goods, but no very large transaction was recorded.

• • •

The New York Cigar and Tobacco Retailer's Association is cutting considerable of a figure in the present trade situation. The association is in a decidedly healthy condition, and is fortunate enough to number in its official board several men who are noted for their penchant for progressiveness and hard work. The membership of the association grows continually, and it is hoped that before long it will embrace a large percentage of the entire retail trade.

• • •

There was a lot of talk last week again regarding the investigation of the American Tobacco Co. and the action of the Grand Jury last Monday in asking Judge Lacombe to direct a witness, an official of a subsidiary tobacco company, to answer questions fully is by some, considered significant. Others think that the combine was not aimed at in this instance and believe that the matter has no bearing on the general situation.

It has been stated by certain persons who claimed to know, that an investigation was being prepared by Henry W. Taft, brother of Secretary of War Taft and a New York lawyer, and it is known that independent dealers have been approached in different cities and asked to volunteer testimony. What this collection of evidence may result in, is unknown to the trade at large, but, as was said, many independents hope that the real proceedings have now been started. In regard to the action of the Grand Jury, a daily paper prints the following under date of May 6:

Independent manufacturers and dealers in tobacco by the score have been asked for their testimony. Every person who might have cause for complaint at the trust's treatment has been questioned until the evidence accumulated might be measured by the bushel basket. It was to this that the attention of the Grand Jury was called on its first day's session last Monday and subpoenas issued for officials of various companies controlled by the main corporation, the American Tobacco Company.

With the first witness, Edwin F. Hale, Secretary of the McAndrews & Forbes Company, one of the largest subsidiary concerns, it became known that a bitter legal fight will be made, and upon a test case in contempt proceedings will depend whether a score or more of great financiers will be called and the books of the companies opened for Federal inspection. So far as could be learned yesterday civil proceedings to enjoin or restrain the trust have not yet been instituted, and may depend upon the outcome of the other undertaking.

So quietly have the investigators worked that not even regular assistants at the Federal Buildings knew of the inquiry until yesterday afternoon when the Grand Jurors entered the court presided over by Judge Lacombe. Accompanying them were Mr. Taft and Mr. Levy. A moment later the doors opened and De Lancey Nicoll and his partner, John D. Lindsay, with Louis Parker, entered the court room and took seats. Then W. E. Henkel, United States Marshall, came in with Mr. Hale, who had come in answer to a subpoena.

With all wondering at the strange proceedings. Judge Lacombe turned to Thomas S. Folsom, foreman of the Grand Jury, with the question, "Gentlemen, have you anything to present?"

For answer Mr. Folsom produced a bulky roll of typewritten paper, which he carefully unfolded and handed to the judge. It appeared soon after that the paper contained questions to the number of more than one hundred, which the foreman set forth Mr. Hale had refused to answer. Immediately after Mr. Taft arose.

"Your Honor," he said, pointing to Mr. Hale, who was by this time surrounded by Messrs. Nicoll, Lindsay and Parker, "this witness has refused to answer some of the questons on the ground that the answers might tend to incriminate him and also on the ground that the answers would be too voluminous to produce at such short notice. Following the procedure in such cases I would request that you direct the witness to retire with the Grand Jury and answer the questions contained in the present ment.

Mr. Nicoll, arising at once and annouc ing himself as counsel for Mr. Hale, said he had no objection to this procedure and the judge at once ordered that this be followed.

It was during the argument attending the decision of the court that it first became known that the government had begun proceedings against the tobacco companies in like manner as against the Beef Trust in Chicago. Although all counsel were sparing of words and all declined to discuss the case it was generally understood that Mr. Hale by advice of counsel, would again refuse to speak, and on Monday Mr. Taft will ask for a rule against him to show cause why he should not be punished for contempt. By this means the constitutionality of the act will be determined, as well as the request of the federal government to see books and papers.

• • •

The cigar manufacturing establishment of Samuel Kaskel, at Bowery and Stanton street, has been robbed dozens of times and last week another burglary was added to the number. The place was entered, the safe opened, and money and goods to the value of $500 taken. The rear door had been forced and the safe opened by the discovery of the combination. In the numerous times the Kaskel place has been robbed, but one arrest has been made.

• • •

M. F. Schneider, of Burling Slip, has recently concluded the purchase of more than 1,000 bales of new Sumatra tobacco which he is now offering to the trade. This lot includes the following excellent marks: W. and V. S | Deli Langkat | B | —T. T. R—Amst. Deli Co | A | — A. D. M—H | Deli. Buyers are invited to inspect samples of the purchases or the house will be pleased to submit samples for inspection, believing that the quality of these goods will quickly demonstate itself.

• • •

The Waldorf-Astoria Segar Co. is conducting a very successful new store on Union Square. M. H. Apfel is manager and says that the public has not been at all reluctant so far in patronizing the new store. The stand carries a full line of Havana and seed good, with the Partagas, Romeo and Juliet and H. Upmann as leaders.

Victor Mancebo, of V. Mancebo, Muina & Co. departed for Europe last Saturday. Mr. Mancebo has not been in the best of health lately and takes the trip with a view toward restoration. He will go back to the climate which he enjoyed as a boy.

Joseph F. Sinclair is now running the cigar store at No. 5 Ann street which has been popularly known among its customers as the "Hole in the Wall." On acquiring this stand Mr. Sinclair had the furnishers and renovators in with surprisingly happy results. The stock carried by this store is very complete.

The new store of I. N. Maaskoff at 48 Nassau street is now running regularly and so far has had a good trade. This store can be numbered among the cut price establishments, and it is that fact announced by a circular letter sent out by Mr. Maaskoff that is responsible for the large number of daily visitors. Mr. Maaskoff also has a knack of dressing windows effectively.

The Sieber Cigar Manufacturing Co. is now ready to receive callers at 79 Chambers street, where the company has moved. The present quarters are much more commodious and better in every way.

The last lot of Sweet Caporal cigarettes sent out in this market contained no coupons. There has been only a half coupon issued in the small package for some time, and this latest reduction is thought to be in line with the company's policy to reduce its coupon system.

Charles Vogt, Jr., will go to Germany on the 9th, sailing on the Kaiser Wilhelm der Grosse. This trip will not be entirely one of business, but will furnish recreation for Mr. Vogt that has been sorely needed.

The United Cigar Store Co. opened two new branches within the past week at 531 Broadway and at Thirty third street and Fourth avenue. The company made the usual attractive offers for the opening.

The Buster Brown cigar made by the Victor Thorsch Co., Allentown, will be pushed locally by the A. H. Hillman Co. who has taken the local agency. The bands on this cigar are now redeemable.

A new and nice looking cigar store has been opened by L. Frankel at 2201 Seventh avenue.

LARGE BURLEY CROP THIS YEAR.

Growers' Association Will Make Another Attempt to Corner It.

Cincinnati, O., May 8.

Predictions are being made by some of the warehousemen of this city that it will be the largest tobacco crop this year for a long time. W. H. Whiteman, of the Globe Tobacco Warehouse, made this unqualified statement yesterday:

"All indications this year point to the largest tobacco crop the country has seen in a decade. The excellent prices realized on all grades of tobacco during the past few months is perhaps the principal reason why tobacco farmers will set out a much larger acreage this year than they have done for some time. Farmers also have reason to believe that they can dispose of much more tobacco than they have sent in for the last ten years.

"Not since 1892 has there been any surplus of tobacco in the warehouses, and practically all the offerings have been sold to the home trade.

"The foreign demand is becoming greater every year, and more tobacco is needed to supply European countries."

The Burley Tobacco Growers' Association will get together again to discuss ways and means, and a meeting is arranged to be held in this city at the Grand Hotel on Wednesday. W. B. Hawkins, who was at the head of the affairs of the Association in its recent efforts to corner the Burley crop, and Archibald Stuart, who also took a prominent part, will attend.

The Association still believes that it can create this corner, and will make another attempt on the coming crop. The principal object of the meeting is to find out just where the Association stands as regards financial backers, and as Mr. Stuart has been in communication for some time with financiers, it is believed that very favorable reports will be presented.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 98

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
NES, CORNER KUIPERSTEEG AMSTERDAM.
2 Burling Slip, NEW YORK.
TELEPHONE, 337 JOHN

Established 1840. Cable "Nesgil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf
Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUDDE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 306 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Cornin[illegible], N. Y.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

G. H. SACHS
Manufacturer of
Best Grade
Seed and Havana
Hand-Made CIGARS
245 NORTH CONCORD ST.,
Lancaster, Pa.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

TOBACCOS THAT SELL.
"DARK HORSE"—The fruit flavored scrap chewing.
"SILVER MOON"—The best granulated smoking for either pipe or cigarette. The smoke for the man who knows.
"BLACK THREADS"—The finest heavy long cut smoking manufactured.
"SUN TIME"—A long cut smoking that always gives satisfaction.
"RED SETTER"—The natural leaf scrap smoking.
"SCOUT" and "OLE VIRGINY"—Good grades of granulated smoking.
UNION MADE
UNIVERSAL COUPONS packed in each package for the consumer. Also FIVE UNIVERSAL COUPONS in each carton of "DARK HORSE," "SILVER MOON," and "BLACK THREADS," for the retailer.
Write us for samples and prices.
THE GEM CITY TOBACCO CO., DAYTON, OHIO.

Are you looking for a Good
PITTSBURG STOGIE?
"Jolly Fellows"
Hand Made IS THE NAME. Long Filler
MADE BY **Samuel Smith & Son,**
112-14-16 East Jefferson Street,
Special Prices to Jobbers
Mention Tobacco World
Allegheny, Pa.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING
Fountain Sprayer for misting fillers - - - - $4.00
Simplicity Automatic Sprayer 7.50
Little Climax Tobacco Pump 10.00
Progress Jr. Spraying Machine 16.50
Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.
DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

LANCASTER NOT VERY BUSY.

Some Transactions Were Closed Though During National Convention.

Lancaster, Pa., May 8.

The local leaf market has been expectedly dull for the past week, and the market was augmented only by the presence of several out of town buyers who were attending the convention. It is reported that several packing were contracted for, as they were found at the present time.

No large business could be expected in old goods for they are no longer in packers' hands. While inquiries are beginning to arrive and buyers are looking at the new goods, a great many are being turned down for the simple reason that holders of the new goods feel compelled to give a part first to their old customers which would seem to be only fair and right.

C. D. Collins, of the Duquesne Cigar Co., of Pittsburg, was an interesting visitor to our city last week attending several sessions of the leaf dealers' convention and took a casual look over the leaf market here, but found very little available stock for their purpose among their packing houses.

A rather interesting law suit was expected to come up in our county court this week in the case of Hoffman Bros., of Bainbridge, vs. Walter S. Bare involving an amount representing forty-seven cases of seed leaf which had been purchased by Bare from Hoffman Bros. upon inspectors' samples which were guaranteed. It is alleged, however, that when the goods arrived and were examined they were found unlike the sample and so payment was refused. The seller, however, would not permit the goods to be shipped back to them and the goods were finally sold at a public sale, realizing 6 cents per pound. The question will now arise as to how far an inspector's sample will go and the case, therefore, becomes more complex and interesting with a great deal of interest to tobacco men.

A. B. Hess, a leaf tobacco packer of this city recently purchased the properties of 630 and 632 North Prince street upon which is a three story brick warehouse 645 x 65 feet. Mr. Hess, however, comtemplates erecting thereon at an early date an addition of 45 x 33 feet, making the building all told 45 x 100.

B. H. Nissley and Elmer Good, tobacco growers, recently drew a suit against Hoffman Bros., leaf packers at Bainbridge, to recover for a breach of contract on a tobacco transaction. The case came up last week before Judge Hassler, and the verdict was rendered in favor of Nissley for $102.28 and in favor of Good for $111.05.

The S. R. Moss Cigar Co. has commenced the erection of a new building at Prince and Lemon street, and it is progressing quite satisfactorily.

The International Revenue in this district for the month of April shows an output of 57,408,000 cigars which is a considerable decrease as compared with the month of March.

Messrs. I. H. Weaver, Morris Rosenthal and A. B Hess, who were the committee having in charge the arrangements for the National Convention which was held here last week and the entertainment of the delegates, have been the recipients of numerous compliments for the way in which they conducted the affair.

YORK BUSINESS BAD.

Manufacturers, with Few Exceptions, Are Complaining.

York, Pa., May 8.

A general complaint is voiced in this county by cigar manufacturers, of slack business. In fact there are few exceptions to this report Among these few is F. Able, of Hellam, who recently returned from a western trip, during which time he disposed of not only all the goods he had in stock but now has on hand orders for more than a half million of his product, running largely in five and ten cent varieties.

Harrison Fauth, of Delroy, has taken the factory of Jos. Dehuff, at Hellam, Pa., and is expecting to operate on an extensive scale. He will, however, continue his old factory at Delroy. The product from the Hellam factory is to go over largely to a New York house.

Max Gans, of Max Gans Sons, New York has been spending several days in this country in company with the firm's representative, Mr. Waterman, and they have been visiting many of the larger factories.

D. E. Woodmansee, of Spring Grove, is also among the exceptionally busy ones, having at present writing, plenty of orders on hand. L. L. Schloss, a well known cigar broker, recently made a flying visit through this section.

G. W. Parr, at Littlestown, is moderately busy and he is pushing with a great deal of vigor and much success, the Fernside cigar, which he recently placed upon the market.

George A. Buddy, of Littlestown, is making preparations for a trip to the West, which will cover, probably, four or six weeks.

IMHOFF'S NEW FACTORY AT DENVER, PA.

Imhoff & Co., extensive cigar manufacturers at Denver, Pa., have taken possession of their new factory building at S. Union street, which will be a model establishment in every particular. The entire building has been divided into numerous departments calculated for greater convenience in handling the business promptly.

Beginning with the basement, which is cemented, there is found a specially constructed storage room for Sumatra and Havana tobacco. The first floor proper of the building is used for offices, shipping and packing room and stripping department.

The second floor is given over in its entirety to the manufacturing, and has a seating capacity for 75 hands. The third floor is divided into packing rooms, drying rooms, etc.

The building is equipped with safety automatic elevator and is steam heated throughout. It is also excellently lighted and well ventilated. The firm has long catered to the trade, handling only the highest grades of product and feel that they are now in a better position than ever to supply their trade with a superior article.

LA FLOR De SANTA CLARA
Highest Grade
Five-Cent Cigar
DIPLOMATICO and PERFECTO SHAPES
Manufactured by
The Johns-Brash Cigar Co.
Main Office, LANCASTER, PA.
EDW. M. BRASH, Sec'y & Treas.

JAMES ADAIR
Successor to
ADAIR & REIFF
Packer of and Dealer in
DOMESTIC LEAF TOBACCO
Office and Warehouses:
YORK, PENNA.
We Carry a Large Stock of
Pennsylvania Broad Leaf,
Zimmer Spanish,
Little Dutch
and
Gebhart.

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"
It's Full of Havana. That's Enough for 5 Cents.
Correspondence Invited. Samples on Application.

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TOBACCO WORLD

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PHILADELPHIA, MAY 10, 1905

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

THE NATIONAL CIGAR LEAF TOBACCO ASSOCIATION.

The seventh annual convention of the National Cigar Leaf Tobacco Association held in Lancaster last week, was a notable gathering, and brought together a number of men who, in being representative of the tobacco trade spoke forcibly for the substantial character of that trade.

The delegates were not only business men and gentlemen, but men who in debate showed a keen grasp of the exigencies of the trade, and no small facility for concise and comprehensive utterance.

One of the pleasing features of the convention was the manifest popularity of Mr. A. Bijur, and the unanimity with which he was returned to the chair. It was very patent that the delegates liked their president not only for his executive ability but for his attractive personality as well.

Mr. Bijur's annual report, in addition to being a model of clear and rhetorical English, showed the great amount of work necessary not only in actual preparation of the paper, but in the study which had obviously been put on each subject dealt with to the last detail.

It was demonstrated at these sessions that the Association is by no means yet ready to yield to Secretary Taft his point on the Philippine tariff, and at the next session of Congress, the opposition will be as strenuous as ever.

The resolutions adopted by the convention were the result of extended debate which produced a number of changes in the original resolutions offered. They embody a number of important questions, and as entered upon the minutes, represent the careful thought of the delegates.

It is regarded as a good thing that it was decided to go to Dayton, O., next year as, just as Mr. Lukaswitz said when extending the invitation, the Western delegates will be given a better chance to attend without sacrificing several days from their businesses and incurring a rather considerable expense to their various Boards.

THE most screaming climax of the anti cigarette comic opera being conducted in Indiana, has been reached. In South Bend an ape was arrested for smoking a cigarette during a performance of trained animals.

The "taoun constable" arrived at the show, backed by all the dignity and majesty of the law, to say nothing of a warrant, and pulled the management right in, b'gosh.

The trial will be formally held in a justice's court, and it is understood that the defendants will be represented by A. Chimpanzee, of the well known legal firm of Chimpanzee & Baboon. The other trained animals will prepare and circulate a petition to the Indiana legislature asking for a special allowance of three cigarettes a day.

Great Caesar's ghost! Hasn't anyone in Indiana a sense of humor?

THE Kansas City authorities are following the example of the Mayor of Richmond, and are commencing to raid "immoral" tobacco pictures. Cigar stores will be visited, and advertising pictures found that shock any of the raiders, will be torn out and the proprietors dealt with. It is understood that certain citizens have not been pleased with the character of some of the posters on view and appealed to the police commissioners.

We certainly are getting good lately.

NEW YORKERS are fond of declaring that Philadelphia is not on the map. It must be so, for none of the New York trade papers discovered the fact that there were any delegates present at the convention in Lancaster last week from the City of Brotherly Love. If they did, they didn't think it was worth while to print their names.

Philadelphia Tobacco Trade.

Here and There With the Retailers

Business is just fair and no more in the retail market, and it really does seem that the only way to make a good market in this city is for about half of the retailers in the city to go out of business. In a tour through the principal stores it is not hard to find dealers who report a satisfactory trade, but the average is not what it should be, and it is a well known fact that it is a very hard thing to get a new brand on the Philadelphia market.

Peculiar conditions obtain in this city which are probably not duplicated in any other city of its size, and these are such as to hold business back. The Retail Cigar and Tobacco Dealers' Association is making a determined effort at present to remedy some of these conditions, and it is hoped that it will succeed. The organization is being strengthened materially, and if the members stick together and work toward a common cause, much will be accomplished.

Extensive preparations are being made for the picnic of the retail dealers association, to be held at Maple Grove, on the Reading, on June 21, and judging from the enthusiasm of the committee a gala day will be enjoyed.

One of the features will be a ball game by the Red Devil team against a picked nine of the retail dealers.

It is hoped a neat sum will be realized, which will be devoted to the New York Tobacco show.

James I. Hassan, the well known retailer at 6633 Woodland avenue, will give a little stag party tonight, to some of his friends in the trade for which a jolly entertainment has been provided. Mr. Hassan is a genial soul and he likes to get his pals around him. This store does one of the nicest businesses in West Philadelphia, and its proprietor says things are moving particularly well just now.

A tasty window display of the Golden Eagle little cigar has been arranged in the window of E. N. Moore's store at Second and Chestnut streets, by Joseph Hubert, who is a well known city salesman. Wm. Turk, advertising man for I. Lewis & Co., worked through the city last week with a crew of men and framed up some very good displays. The brand is being pushed on this market by Z. John Norris.

The Edison is a five center that is making quite a little hit in the Philadelphia market and it is duplicating pretty well. This smoke is made by Shively, Miller & Co., of Pottstown, and is looked after in this town by John T. Taylor.

Jos. Way, Market street dealer, is one of the retailers who has very little complaint on business, but then Mr. Way has a large trade that wont go anywhere else.

Since the Bingham Hotel made its alterations and erected its handsome cigar stand inside the swinging doors outside of the bar, business has much improved in the cigar line. This stand carries a high grade of smokes.

M. C. Vanaman, of Ninth and Juniper streets, has purchased the entire stock of the Lafayette Cigar Co., 1216½ Chestnut street, which is now on sale at the Juniper street store. E W. Rugby, the sign man, assists Mr. Vanaman in the busy hours.

B. F. Batten, at the foot of Market street, is putting 'em out over the counter in lively shape, principal in which movement is the Oxus cigar.

With Manufacturers and Jobbers.

The same old report comes from the manufacturers that the most and best of the business is being done in the West and South, and from these sections alone are coming sufficient orders to keep factories average busy. Very few manufacturers can be found who will own to anything like a good business right here in the city, or even in this section, and those who do, are those who for years have made a specialty of Philadelphia cigars, and upon whom the Quaker City consumer has come to depend for his smoking.

A good many manufacturers complain that they have to sell too much on consignment, and when asked why they do it, the answer usually is "because others do and we must." It is by no means an ideal way of doing business and there is no doubt that every manufacturer would be glad to get away from it. A firm who is eager to get a certain brand on the retail counter, finds that most retailers won't put the cigar in on any other basis, and the manufacturer accordingly submits.

An instance of the unfortunate part of the credit business is the case of J. S. Geller Sons & Co., of this city, a petition for a receiver for which was made on Monday by J. P. Hale Jenkins, a Norristown attorney, at the instance of Wm. K. Gresh Sons, manufacturers of the same city.

The application was made before Judge Holland in the United States District Court, and the action was taken with a view to saving as much to the creditors as possible. The appraisers appointed by Judge Holland commenced yesterday to appraise the stock, which Mr. Geller estimates as worth $5,000. The liabilities are said to be about $10,000, of which the Gresh firm has accounts amounting to $7,990 Mr. Jenkins sent notices to all the other creditors this week, and as good a settlement as possible will be made.

The point of the situation is that the members of the Geller firm declare that they have outstanding accounts on their

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

ledger to the face value of $18,000 and if these could have been collected in anything like due time, no suspension need have occurred. The accounts are for the most part small, however, and the company has been unable to do much with them.

Vetterlein Bros. report a good sale in the South on their brands, which the firm expects will keep up.

Jacobs & Hilbronner, the new firm of manufacturers, whose address is on Eighth street near Vine, have not actually started in business yet owing to a delay in getting out their packages. In about two weeks, however, the goods will probably be on the market.

A. S Valentine & Son are filling lots of orders these days, and their Paul Jones brand is cheering up many a smoker.

W. G. Thompson, representing the well known cigar factory of Julius Alvarez & Co., Allentown, Pa., was in this city last week and reports having placed their Quo Vadis, Flor de Alvarez, and other brands with a number of prominent houses here. He will leave shortly on an extended Southern trip.

Leaf Dealers' Jottings.

News items are few and far between in the leaf market this week. Business trails along and not much more, but the same is true in New York, so nobody is particularly discouraged. Some Havana was sold during the week and there was inquiry in other goods. Prices are still stiff and there is no likelihood of anything else.

All the delegates who went to Lancaster for the convention last week had a good time and a word of praise for their Lancaster entertainers. It was too bad that Mr. Young was unable to be present, but his detention was unavoidable. His voice was missed. Mr. Eckerson did not arrive until the second day and his name did not appear in the list of delegates on account of the fact that the list was made up the first day of the convention. Mr. Batroff was one of the first on deck from this city, and everybody made a grab for his hand.

Jacob Labe, who with Mrs. Labe has been in Holland attending the Amsterdam inscriptions has returned to this city. The firm secured some nice marks but they waited until some of the scramble was over.

Julius Vetterlein was no silent delegate to the convention. His voice was heard more than once in bringing forward some important point.

Jesse S. Batroff has put up a handsome new sign beside the door of his office. The sign is a winner, but nobody ever had any difficulty in finding their way to Mr. Batroff's sanctum.

The Philadelphia delegates to the convention had less trouble in finding their way about Lancaster on their arrival than some of the others. Toward the end of the second day, though, nobody had any difficulty in this respect.

DECISION ON DRAWBACK.

Amount Allowed Equal to Duty Paid Less One Percent.

The following decision has been issued by James B. Reynolds, Assitant Secretary of the Treasury to the New York Customs Collector in the matter of the drawback rate on cigarettes and smoking tobacco manufactured by the British-American Tobacco Co. in part of imported Turkish tobacco with or without glycerin refined from imported crude glycerine, as wholly from domestic tobacco with the use of glycerine:

On the exportation of cigarettes and smoking tobacco manufactured by the British-American Tobacco Co., Limited, when the cigarettes are made with the use in part of imported Turkish tobacco in combination with domestic tobacco, with or without glycerin refined from imported crude glycerin, or made wholly with domestic tobacco with the use of said glycerin, and smoking tobacco made wholly from domestic tobacco with the

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

EXPERIENCED MAN IN EVERY department of cigar manufacturing is open to position as Superintendent or Foreman in first-class factory. Best of reference. Address, FOREMAN, Box 100, care of Tobacco World, Philadelphia. tf

WILL BUY FOR CASH—TOBACCO Tags, Cigar Bands, etc., redeemable by Florodora Tag Co. Address, TAGS, Box 101, care of Tobacco World, Phila. tf

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars

WE desire to call the attention of the trade to our recent purchase at Inscription of more than

1,000 BALES

of

New Sumatra Tobacco

The following desirable marks are included in the purchase:

W & V S | Deli Langkat | B |
T T R | Amst. Deli Co | A |
A D M | H | Deli

Samples are Ready for Inspection. **Correspondence Invited.**

M. F. SCHNEIDER,

No. 2 Burling Slip, NEW YORK.

D. E. WOODMANSEE,

Manufacturer of

Fine Seed and Havana

CIGARS

Spring Grove, Pa.

Some of Our Best Sellers in **Ten and Five-Cent Goods** are the

La Flor de Bismark, El Trafico, Havana Puffs,
Burnett, Fine Smoke.

We have also an attractive line of **MEDIUM PRICED Goods.**

Correspondence invited with Wholesale and Jobbing Trade. Samples submitted to Responsible Houses. **Uniform Quality Guaranteed.**

PORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut loaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

use of said glycerin, a drawback will be allowed equal in amount to the duties paid on said imported materials, less the legal deduction of 1 per cent.

The preliminary entry must show the marks and numbers of the shipping packages, and, in the case of cigarettes, the number of cartons of each size, together with the quantity of cigarettes of each grade contained therein, stated separately for each size of carton and grade of cigarette, and for each shipping case. All boxes and cartons in which the cigarettes are packed for export will be labeled to show the quantity and grade of cigarettes contained therein. In the case of smoking tobacco, the said entry must show the number of unit packages of each nominal size and net weight of tobacco contained in each case separately and in the aggregate.

The drawback entry must show the quantity of cigarettes and smoking tobacco of each grade of each factory exported, together with the quantity of imported tobacco and refined glycerin consumed in the manufacture of each grade of each factory of cigarettes and smoking tobacco, and, in addition to the usual averments that the merchandise was manufactured of materials and in the manner set forth in the manufacturers' sworn statement, dated April 19, 1905, transmitted herewith for filing in your office.

In liquidation, the quantity of Turkish tobacco in condition as imported, and the quantity of refined glycerin, with 22 per cent added, as provided in T. D. 17355, which may be taken as the bases for allowance of drawback may equal the quantities consumed, as declared in the drawback entry, after official verification of exported quantities, provided that in no case shall it exceed the quantities shown in the manufacturers' sworn statement.

Supplemental sworn schedules of other grades of cigarettes and smoking tobacco than those named in said statement, with the quantities of said imported materials, may be filed.

Samples may be taken or sworn samples furnished, as ordered by the collector, for required determination.

WASHINGTON DUKE IS DEAD

Father of A. T. Co's President Passes Away Near Birthplace.

After an illness of some months, Washington Duke, practically the founder of the great tobacco combine known as the American Tobacco Co., died on Monday at his birthplace near Durham, N. C., at the ripe age of 84 years. He had been declining for some time and the fracture of a leg which he sustained sometime ago hastened the end.

The dead millionaire is survived by three sons, Brodie L. Duke, of Durham; J. B. Duke, President of the American Tobacco Co. of New York, and B. N. Duke also of New York, all of whom were with their father at the end. The funeral services will take place today, in Maplewood Cemetery, Durham, where, several years ago, Mr. Duke built, at a cost of more than $50,000, one of the finest mausoleums in the country.

Washington Duke is a striking example of the hardy American pioneer who fought his way into great wealth from a boyhood of poverty and privation. The result of his work is one of the greatest and most powerful corporations in the world, and one which doubtless exceeds its founder's most ambitious dreams.

The growth of this mighty concern from its earliest conception in the mind of Washington Duke, is a matter of but forty years. That time ago Mr. Duke and his sons began the manufacture of tobacco in a very small way in the country near their birthplace, Durham. The business grew with surprising rapidity until a comparatively few years ago his plant went into the American Tobacco Co., one of the sons, John B. Duke, becoming President. What has happened since that time is common knowledge to the tobacco trade as is the present status of the company and the importance of the Dukes. Washington Duke has had nothing to do with the business of late years, but can certainly be regarded as one of the most important factors in its birth.

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market,
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.
of
Baltimore, Md.

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

IRREGULAR PAGINATION

THE TASTE TELLS
QUATILITY
5¢ CIGAR
Yes! it is Different
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.: THE UNITED NEWS CO. PHILA. Genl. Distrib's.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

NATIONAL CIGAR CO.
.... OFFICE ....
Heed Building, 1215 Filbert St., Philada.
DISTRIBUTORS FOR
GEO. L. STORM & CO., New York
EL NACIONAL CIGAR CO., Tampa, Clear Havana Cigars
MAKERS OF
CLAYTON'S CHAMPION
Bell Telephone: 44-67A Filbert. GEO. E. CLAYTON, Manager.

FINED $5 FOR SILENCE.

Wouldn't Tell Taft on A. T. Co. and Was Punished.

New York, May 9.

United States Circuit Court Judge Lacombe has signed an order fining Edwin F. Hale, Secretary of the McAndrews & Forbes Co., $5 for refusing to answer questions relative to the company's business, and another committing him to the custody of United States Marshal Henkel until he purges himself of contempt.

The questions were put to him by Henry W. Taft, brother of Secretary Taft, who is inquiring into the affairs of the American Tobacco Co., of which the McAndrews & Forbes Co. is said to be a subsidiary. In fact it was to determine the relations between this Company and the American Tobacco Co. that the questions were asked.

A stipulation was entered into between counsel that Hale should not be formally placed in the Marshal's custody until his counsel had had time to prepare a writ of habeas corpus and certiorari to be presented to the United States Court of Appeals, so that the legality of the entire proceeding may be here reviewed and passed upon.

The presentment made by the Grand Jury on Friday last and later filed with the Clerk of the Circuit Court shows that Hale was asked and refused to answer questions relative to what business he himself was engaged in, what business he was engaged in before he came to New York city, who was president of the McAndrews & Forbes Company, and what its business was. He also refused to tell where the office of the McAndrews & Forbes Company was, as well as the office of the American Tobacco Company and the name of its president. He also refused to say whether any agreement or understanding or arrangement existed between the American Tobacco Company and the McAndrews & Forbes Company in relation to the trade or business in licorice paste or mass in the several States of the United States.

Neither would he tell whether his company sold licorice paste to the manufacturers of plug tobacco throughout the United States.

The presentment showed that Taft had informed Hale at the beginning of the examination that the investigation was under the act to protect trade and commerce from unlawful trade competition, and that he could not be punished for evidence given during the course of the examination except for perjury.

Hale respectfully declined to answer the questions upon the ground that the answers might incriminate him, and further that he had not had time in the few days given him to produce the vast amount of records and data called for in his subpœna.

Those who have been watching the movements of Attorney Taft, who was specially appointed by the President to conduct an investigation, believe that this looks more like business than anything that has yet happened although no faith is put in the story that an attempt will be made to hale the officers and directors of the American Tobacco Co. into Court.

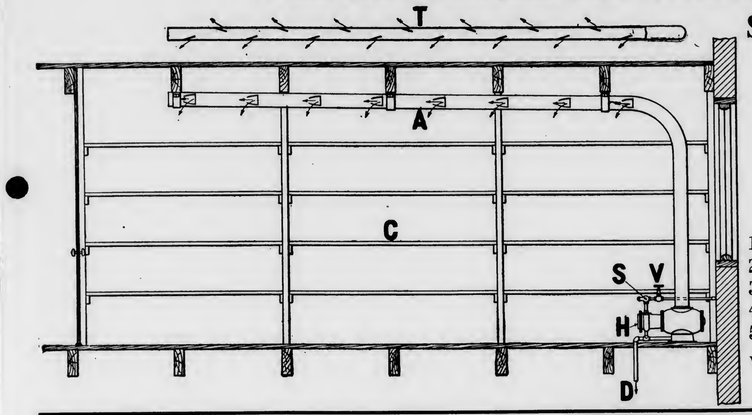
W. C. Jackson,
Manufacturer of
Fine Cigars
Factories No. 34 and No. 1596,
East Prospect,
Penna.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

KAUFMAN S. ROTHSCHILD DIES.

Kaufman S. Rothschild, a brother of Sigmund Rothschild, of New York, and head of the Detroit branch of Rothschild & Bro., died last Friday, after having been in poor health for some years. He was buried on Monday.

Mr. Rothschild was 67 years old and was a pioneer handler of seed leaf tobacco. He is survived by a widow, a son and three daughters.

SCHUTTE & KOERTING COMPANY,
Twelfth and Thompson Sts., Philadelphia, Pa.



SCHUTTE--KOERTING MOIST VENTILATOR,
used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time without deterioration.

PRINCIPAL FEATURES:
1. Low in Cost.
2. Operated by City Water Pressure.
3. Requires No Attention.
4. No Drip Occurs; Humidity Uniform.
5. No Wear and Tear.

We estimate on Complete Humidifying Plants.
Correspondence Solicited.

PHILADELPHIA BOURSE ELECTS.

Officers and Directors Chosen Same as Last Year.

All the officers and seven directors of the Bourse were re elected at the annual meeting of the stockholders, held in the Assembly Room of the Bourse Building, yesterday.

The officers are: President, George E. Bartol; first vice-president, Francis B. Reeves; second vice-president, Lincoln K. Passmore; secretary and treasurer, Emil P. Albrecht; solicitor, John F. Lewis; directors, Richard L. Austin, Louis H. Ayres, Francis B. Reeves, Walter Wood, C. N. Weygandt, Walter A. Bailey, C. Cresson Wistar.

The annual report showed that both income and expenses of the Bourse decreased last year, the decrease in income amounting to $11,191 and the decrease in expenses being $14,109. The cash balance in bank December 31 last was $7,814. There was $6,752 less paid for coal last year than in 1903.

LINCOLN CIGAR BOX FACTORY DESTROYED BY FIRE.

Addison M. Wechter's cigar factory at Lincoln, Pa., was destroyed by fire late Monday night, and the flames raged so fiercely that two barns some distance away caught fire and were burned down.

The fire started from a glue lamp and the high wind acted as a fan. Several nearby residence were also more or less damaged. Considerable excitement was caused.

NEWCOMET MAKES A CHANGE.

John Newcomet, who was one of the members of the firm of Newcomet & Newcomet, Reading manufacturers, which firm was recently dissolved by the death of one of the members, has entered into partnership with W. Shaffner, a well known Womelsdorf manufacturer.

CUBEBS UNDER BAN, NOW.

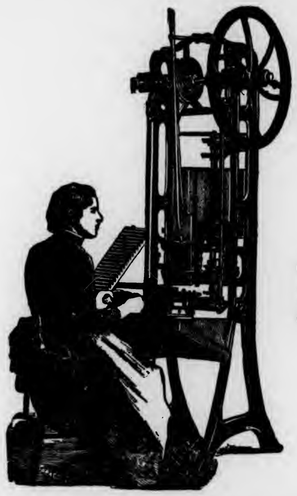
Crawfordsville, Ind., May 8.

There seems to be no limit to the anti cigarette law. Several druggists here will throw out cubeb cigarettes because they are afraid of getting into trouble.

5c. THE BUCKNELL CIGAR
THE BUCKNELL CIGAR
THE BUCKNELL CIGAR
THE BUCKNELL CIGAR
THE BUCKNELL CIGAR
THE BUCKNELL CIGAR 5c.
Manufactured by
H. S. HARTMAN, Lancaster, Pa.
Samples Sent to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

L. S. STAUFFER,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.



The PROGRESS
SHORT FILLER
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

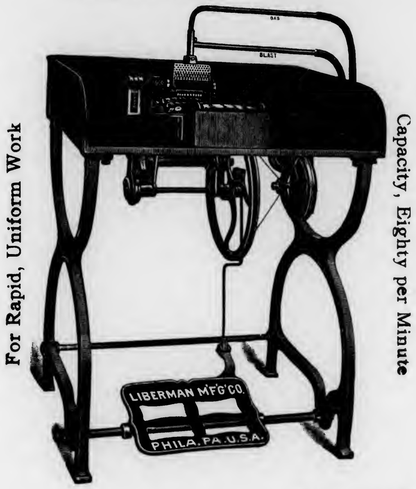
Manufactured by

N. H. BORGFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE



For Rapid, Uniform Work

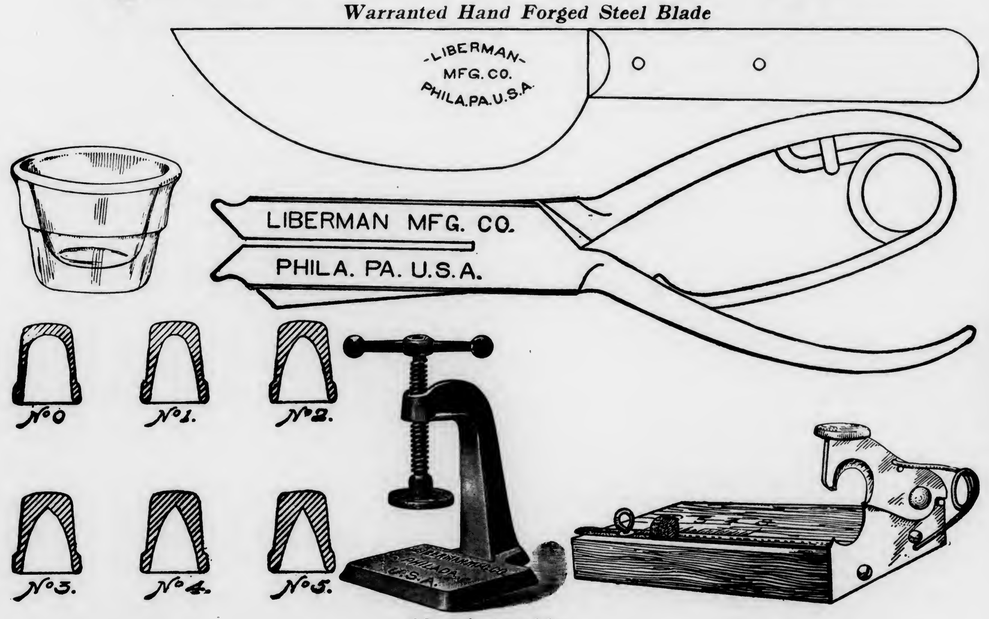
Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade



Manufactured by

Liberman Manufacturing Company

240--42 North Third Street, Philadelphia

New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

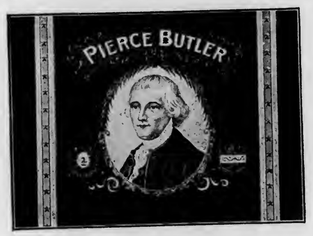
GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.



W. H. Snyder & Co.
Windsor, Pa.
Manufacturers of
Popular Brands of
Fine and Medium Priced
CIGARS
Correspondence Invited with the Wholesale & Jobbing Trade only

D. W. HUBLEY,
Thomasville, Pa.
Manufacturer of
High-Grade
Seed and Havana
CIGARS

Correspondence Invited from Responsible Houses.

F. B. SCHINDLER
Manufacturer of
Fine Domestic
Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

A. D. KILLHEFFER
Maker of
High Grade CIGARS
All Fine Workmanship.
Goods Sold Direct to Jobbers and Dealers. Communicate with the Factory. We Can Save You Money.
No Salesmen Employed.
MILLERSVILLE, PA.

Trade-Mark Register.

DIAMOND T 14,797

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered May 6, 1905, at 1 p m, by F B Trout, Lancaster, Pa

SWATORA 14,798

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered May 6, 1905, at 1 p m, by F B Trout, Lancaster, Pa

REALTY 14,799

For cigars Registered May 8, 1905, at 11 a m, by J F Albright, Ephrata, Pa

REJECTIONS.

Broad Ax, Old Colony, Belevedere, Marcella, Jersey, Carola, Ziska, Glencoe, B. & M., Vinco

CANCELLATIONS.

XTRAGOOD 14,785

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 24, 1905, at 11 a m, by Chas E Althoff, Hanover, Pa, has been cancelled

EXTRAGOOD 14,788

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered April 26, 1905, at 2 p m, by Chas E Althoff, Hanover, Pa, has been cancelled

HOPKINSVILLE MARKET GOOD.

Inspectors Report it the Best for Some Time.

Hopkinsville, Ky., May 8.

Reports received from the Board of Inspectors and Warehousemen for the week just closed show the tobacco market to be in better shape than for some time past, with both receipts and sales being among the heaviest of the season, while the volume of business by comparison shows a healthy increase over that of the earlier weeks of the season.

The weather has been more favorable for the handling of the weed than it was some time ago, and the farmers have taken advantage of it for prizing their crops and getting them ready for delivery.

Over 50,000 pounds of the weed were sold in the loose condition upon the warehouse floors, and the prices realized were better than have been offered for several weeks.

Cash receipts were unusually good this week, as something over 400 hogsheads were delivered at the warehouses, which are rapidly filling up and will soon have all the tobacco in them that they can accommodate.

Receipts were especially heavy at the warehouses of the Protective Association, and there will be a steady and strong increase from now on.

Quotations are as follows: For trash: $2.75 to $3.00 lugs, $3.50 to $5.00; common leaf, $5.00 to $5.75; medium leaf, $5.75 to 7.00; good leaf, $7 00 to $8.25. The inspectors' report shows receipts for past week to be 340 hogsheads, and for the year 2,605 hogsheads. Sales for past week, 55 hogsheads, and for the year 725 hogsheads.

DON'T LIKE ANTI-CIGARETTE LAW.

Logansport Police Didn't Like Sleuth Work For a Cent.

Logansport, Ind., May 7.

The police of this town showed that they were not in sympathy with the anti-cigarette law, by a tilt which they had a day or so ago with representatives of the American Anti cigarette Society, who were Sherlocking around to see what they could see.

Judge Brown, of Salt Lake City, founder of the League, and W. A. Shaw, of Indianapolis, secretary, arrived in town and at once bent their eagle eyes on the reckless villagers. Not far from the station were a couple of boot blacks pulling hard at cigarettes.

"What is this?" exclaimed the outraged visiting sleuths. "Help! Police! Anybody! Everybody! Arrest these miscreants."

With some effort, a policeman was located.

"Officer, do your duty," was the stern command.

"Not the same," said the cop, and absolutely refused to move. The two reformers passed on and secured Police Captain Foley. That official also refused action and backed his subordinate up.

Much incensed the two visitors appealed to the prosecutor, who referred them to the police board, each member of which referred them to another member, until they finally reached the chairman. The latter finally issued an open order to Captain Foley to arrest the first violator and there may be something doing later. The anti-cigarette people regard it rather discouraging.

Recent Incorporations, Etc.

The C. A. Freuderberg Co. has been incorporated in Chicago, for cigar manufacturing, by Charles A. Freuderberg, S. William Polkey and Warren Pease.

Joseph F. Cotter, John A. MacPeak and George H. B. Martin, of Camden, have incorporated the Cuto Land Co., of Cuba, for tobacco. Capital, $150,000.

The Samson Tobacco Co., of Glasgow, Ind., has been incorporated by T. I. Samson, P. W. Holman and others, to manufacture smoking and chewing tobacco.

The United Cigar Corporation, of Baltimore, Md., has been incorporated for the purpose of manufacturing cigars, by Charles J. Weiss, Samuel J. Walz and Lewis M. Lang, of Baltimore, John L. Favreau, of Philadelphia, and Samuel L. Rosenburg, of Annapolis. The capital stock is $5,000.

KEYSTONE CHEMICAL CO.
MANUFACTURERS OF
Cigar and Tobacco Flavor, Sweetener, Etc.

HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.

C. G. SINGLEY,
Manheim, Pa

H. S. WALLICK,
York, Pa.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,
51 Market Street, Lancaster, Pa.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

HENRY GOTTSELIG & BRO.

Danville, Pa.

Manufacturers of

High Grade

Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight. Samples and Particulars to Reliable People on Application.

J. M. MITTLEMAN

Dealer in

Leaf Tobacco

No. 1619 South Street

PHILADELPHIA

Goods Sold in Any Quantity.

Open Evenings Until Nine o'clock.

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

BOSTON WEATHER BRINGS TRADE.

Summer Breezes, Open Beaches and Ball Games All Help.

Boston, Mass., May 8.

The retailers are enjoying good business here as the weather has been very warm and much like summer. The nearby summer resorts, Revere Beach and Nantasket have done an extra good business for this time of the year and especially yesterday, being Sunday, there were many thousands of visitors to the beaches.

According to the schedules of the American and National Leagues, there is to be a game of professional base ball played here daily throughout the season, and this naturally will be very good for the retail cigar trade.

The merry war in price cutting on the products of the American Tobacco Co. by one of our largest American Tobacco Co. jobbers here, continues to cause much excitement among the jobbers and sub jobbers. This concern has been selling of late B. L. Planet and Mayos plug at less than cost. Cut plugs are also being sold at cost, and there is no telling what will happen next.

D. Benditson, Hanover street jobber, spent a few days in New York during the week.

Joe Manning, of McGreenery & Manning, and Louis Jeselsohn also visited the Metropolis this week.

Alfowich Bros., of 152 Franklin street, say they have no kick coming on the amount of business done during the past month. Nathaniel is out most of the time attending to their wholesale trade, while Billy is kept quite busy in the store looking after the retail end of the business and counting Florodora coupons.

Sig. Baum, of the Turco-American Tobacco Co., was here last Monday booking orders for Omega their popular 5 cent Turkish cigarette, which enjoys a good sale.

Henry Goulston Sons Co. will, on or about June 1, remove to larger quarters at 2085 Washington street.

Carl Berger, of the Manhattan Briar Pipe Co., New York, has been going the rounds.

Postals have been received by the tobacconists announcing that Maurice Bondy, of Kaufman Bros. & Bondy, will call on them this coming week.

M. Rieser, with B. Levenson, has been here showing his sample line of pipes to the jobbers.

E. J. Mulligan, with the Menashi Cigarette Co., spent the greater portion of the week in Providence, and while there placed Menashi with thirty new retailers.

J. N Finkelstein and Bieringer Bros. are now on the list of American Tobacco Co. jobbers and henceforth will buy direct.

At S. S. Pierce Co.'s Tremont street store can be seen this week a window display of E. L. Leon del Rey and Eden de Bances y Lopez, Havana cigars.

Epstein's cut rate drug store will remove about June 1 to 28 Tremont Row, corner of Pemberton Square.

A. S. Bearse, of Bearse & Hannington, expects to make a business trip to New York this week.

B. A. Abrashkin, representing Butler & Butler, is in town and is doing some clever work on Pall Mall and Egyptian Straights cigarettes and the St. Leger little cigars.

M. Rosenthal of Rosenthal & Hannington, South End jobbers, has been wearing a broad smile on his face of late. Mr. Rosenthal is soon to be married, and the bride to be is at present busily engaged in a Greene street tobacco store passing Kozy cut plug over the counter.

The new Leroy Cubanas have caught on nicely with the users of that class of cigars.

Julius O. Cohen, of the South Market Cigar Store, is certainly selling a large quantity of Porto Rican cigars, and is fast becoming one of our largest importers in this class of cigars.

Rosenthal Bros. are working both night and day to make a success of William the Fourth cigars for which they are the Boston distributors. Although the sale of clear Havana cigars here is limited this brand duplicates wherever placed.

Golden Eagle cigars are selling nicely and are displayed in the windows of many of our prominent retailers.

"Trade has been very good with us," reports Miss Alter, of 880 Washington street, "and on account of the big sale we have on Level Head tobacco, it makes it difficult for us to close up much sooner than midnight."

Chas. Sherman the Hanover street tobacconist is always smiling and really takes life easy. His wholesale business consists mostly of cash customers, and so Charlie has very few headaches.

El Cafe Havana Boquet cigars are favorites with many of his patrons.

Charles Polep of 326 Hanover street has the reputation of making a new window display daily. Mr. Polep enjoys a good sale on briar and fine meerschaum pipes, and his store is one of a very few that don't keep T. D's in stock.

Although Victor Sheppard of the Khedival Co. has not been here in four weeks, Turkish Delights are fast becoming the most popular 10 cent Turkish cigarette in the Boston market.

A. Greenberg, 1 Commercial, is doing quite a little jobbing business in connection with his two retail cigar stores. Greenberg is a pusher; his leader in 5 cent cigars is the A. G., a union piece of goods manufactured for him by a local cigar manufacturer. BEN ALI.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. **P. O. Box 96.**

WALTER S. BARE,

Packer of

Fine Connecticut Leaf

ALL GRADES OF DOMESTIC

Cigar Leaf Tobacco

Office and Warehouse,

LITITZ, PA.

J. K. LEAMAN,

Packer of and Dealer in

LEAF TOBACCO

138 North Market St.

United Phones *LANCASTER, PA.*

B. F. GOOD & CO.

PACKERS and DEALERS IN **Leaf Tobaccos**

142 N. Market Street,

LANCASTER, PA.

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco

Packing House,

Millersville, Pa.

Office & Salesrooms,

110 & 112 W. Walnut St., LANCASTER, PA.

UNITED PHONES.

Ready for the Market

1901

First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco

241 and 243 North Prince Street,

LANCASTER, PA.

W. R. COOPER & CO.

PACKER OF

Penna. Broad Leaf

and Dealer in All Grades of

Domestic Cigar Leaf Tobacco,

201 and 203 North Duke St.

LANCASTER, PA.

H. H. MILLER,

Light Connecticut Wrappers and Seconds

Fine Florida Sumatra

IMPORTED SUMATRA and HAVANA

AND MUCH

Fine Filler Stock

327 and 329 North Queen Street,

LANCASTER, PA.

J. W. DUTTENHOFFER,

Packer, Dealer, and Jobber in **Leaf Tobacco**

Pennsylvania Broad Leaf Our Specialty.

33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA.

MAIN OFFICE:

Lancaster, Pa.

BRANDS:
"MANO" 10c. Cigar
"Modjeska"
and "La Mano"
5-cent Cigars

H. C. LONG & CO.
Manufacturers of **Cigars,** LEBANON, Pa.

OFFICE:
118 Mifflin Street
FACTORY:
Cor. Maple and Plum Aves.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

W. H. RAAB & SONS.
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
CUBANA CIGAR FACTORY No. 463
ESTABLISHED 1871.
DALLASTOWN, PA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

WITH THE TRADE UP THE STATE.

What the Manufacturers, Jobbers and Dealers are Doing.

Norristown.

W. K. Gresh & Sons are experiencing a thorough revival in trade, and are again working with a full force. To meet urgent requirements, this firm recently installed a complete printing outfit, by adding to the previous equipment a large cylinder press, and the company is now in a position to do all printing for commercial purposes, as well as a considerable portion of its label printing.

B. F. Rittenhouse is making very good progress on his David Rittenhouse brand, and employing thirty-six hands. His goods are well represented in Philadelphia, which territory is looked after by Aleck Adams, a salesman well known to the local trade, while in other sections Mr. Rittenhouse personally supervises the distribution of his product.

Schwenksville.

F. H. Beltz is adding additional cigarmakers to his already good sized force. His trade is growing rapidly and a larger output is imperatively necessary to meet the demand. He has been especially successful in introducing his American Cup, and it has become by long odds his leading product in the nickel variety.

Green Lane.

The factory of Jeitles & Blumenthal at this place is somewhat dull, at any rate there is a comparatively small force of cigarmakers at work at present.

Red Hill.

L. B. Miller's factory is operating about 250 people at this time, and yet they claim to be only moderately busy.

East Greenville.

J. L. Dimmig & Bro. will soon incorporate as the Dimmig Cigar Co., and under some special arrangements which have been made there is good reason to believe that this factory will soon begin to grow at a very rapid rate. In fact, it is not so long since the present building was erected, but even this it is thought will have to be materially enlarged in the course of another year.

Phoenixville.

A. Keely & Son, jobbers and dealers, are most comfortably housed in a new building which was erected on the site of their old premises.

William L. Carter, at 26 South Main street, is perhaps one of the best known, as well as one of the oldest, retail dealers here. In his stock is included a large line of the products of John H. Witter, of Newmanstown; Eisenlohr's (Philadelphia) Cinco; H. F. Fiddler & Co's (Womelsdorf) El Rocco; Bayuk Bros. Cigar Co. (Philadelphia) Havana Ribbon; Dempsey & Koch's (Philadelphia) Consumo; J. Weingartner's Sons' (North Wales) J. W.'s Sons, and others, while in Key West goods Duncan & Moorehead's Marcello has the lead.

J. E. Hallman has lately opened a new cigar store and pool room at 19 South Gay street, where he carries a nice line of goods, including Eisenlohr Bros' (Philadelphia) Cinco; Pent Bros' (Philadelphia) Tahoma; J. E. Shertz & Co's (Lancaster) Wyno, and B. F. Rittenhouse's (Norristown) David Rittenhouse, in five-cent goods; also, Pent Bros' (Philadelphia) Duke de Oro, sold at five cents, and the Asphodel, sold at ten cents. This establishment is a branch of Mr. Hallman's main store at 19 South Main street.

T. B. Buzzard, on Bridge street, carries a general line of all the more popular brands of cigars and tobacco.

DeWann Bros., cigar manufacturers, are contemplating the erection of a new factory in the rear of their present establishment.

Spring City.

The Active Cigar Co. has practically closed down its business, and after the disposal of some stock yet on hand will retire from the field altogether.

The Reliance Cigar Co., which was started after the Active Cigar Co. was given up, is continuing, and working ahead slowly. They are at present doing only a small business, but think they have fair prospects before them.

Royersford.

James B. Brown, who succeeded DeHuff & Brown, is working a moderate sized force, but his efforts are confined almost entirely to local trade. Mr. DeHuff has also resumed business on his own account.

Pottstown.

Shively, Miller & Co. are experiencing a steady increase in trade. Mr. W. H. Sassaman, of this firm, has again gone on the road, and is securing his usual good volume of business. The firm has also added to its selling force Mr. John T. Taylor, who was formerly in the tobacco manufacturing business at Reading. Mr. Taylor has been looking after Philadelphia trade. J. Carl Brill, formerly a member of the one-time jobbing firm of Brooks & Co., on North Third street, Philadelphia, also has a general selling agency for the products of Shively, Miller & Co.

F. S. & H. C. Roesch report a better trade than for some time. Their product is not only having an immense sale at home, but is meeting with a great increase in several of the larger New Jersey towns.

Boyertown.

D. S. Erb & Co., of this town, report very favorably of the prospects as they appear to them, and believe that the year's business should prove wholly satisfactory. They are, of course, continuing to push vigorously their Castle Hall 5c

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Cable Address, "CLARK."
Clarksville, Tenn.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
New Arnold's No. 5 Tobacco Globes.
Hopkinsville, Ky.

ATTENTION, TOBACCO JOBBERS!!

Choice Natural Leaf

CHEWING and SMOKING TOBACCO

(UNION LABEL GOODS)

8 and 16 ounce Packages . . . . 20 Cents
2 1-2 ounce Packages . . . . . 21 Cents

GOOD, CLEANED, SEASONED CUT SCRAP

Packed in 5 Pound Cartons. Freight Prepaid. Send for Sample.

READING TOBACCO MFG. CO.,

George W. Green, Prop. READING, PA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE **Cigars**
For Wholesale Trade Only,
McSherrystown, Pa.

W. R. DAUGHERTY & BRO.

Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

C·M·CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

and the Flor de Erb 10c goods in all sections.

Quakertown.

H. Sommer Co. lately opened a cigar factory at Doylestown, which is reported to be progressing well. The main factory, at Quakertown, is well filled with orders.

The M. A. S. Cigar Works have been removed to new quarters on Main street, where increased facilities are provided.

Richlandtown.

J. F. Walp, of this place, is making satisfactory headway, and is putting out an attractive line of goods.

Sellersville.

A. R. Cressman's Sons have greatly improved their plant and office headquarters, and have equipped a special label stock room, as well as enlarged storage vaults. The offices are also finely appointed and luxuriously comfortable. Business with them is reported as excellent, and in fact larger than ever at this time of the year, requiring the output of full forces at their three factories.

L. J. Sellers & Son, cigar box manufacturers, are exceedingly busy, and are obliged to work overtime to get orders out promptly. They will soon begin the erection of a large addition to their factory, which will about double the present capacity.

H. S. Souder, cigar box manufacturer and label printer, is also exceedingly busy at the present time, in both the box and the label departments.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

The tobacco plants continue to grow very well for all the cold wind, and in this locality setting will begin probably about the usual time. I have heard of one or two beds where a half dollar would hardly cover some of the plants, but in the majority of the beds that I have seen a 25 cent piece would cover the plants easily.

Our correspondents write:

North Hatfield, Mass.: "Tobacco plants are looking well in this locality, the beds being well stocked. It is thought that setting will begin by May 25 in good earnest. A few growers will begin before that time."

South Deerfield, Mass.: "I am informed Franklin Belden, of East Whately sold his 1904 crop last week for 20c. Tobacco plants are growing finely in spite of the cold, dry winds, and will be ready to transplant earlier than last year. The acreage will be slightly increased with more seed leaf than last year. Everything possible is being done to insure a fine crop which will be had if suitable weather is given. Only two crops are left in this vicinity, E. J. Everett, of Deerfield, Mass., and W. W. Sanderson, of South Deerfield, Mass. Each have about 75 cases of as good crops as were grown in 1904, and held at reasonable prices. In Hatfield, Mass., 4 new tobacco barns are being built from 75 to 100 feet long by 30 feet in width."—American Cultivator.

EDGERTON, WIS.

While some riding is still maintained and the hunt for desirable lots still kept up in the growing districts, the buying movement is surely falling away and the aggregate transactions steadily declining. Every scattering lot is being looked up and brought in from country hands, all looking towards a thorough gathering in of leaf in first hands. One farmer's lot of the '97 crop has been unearthed and marketed during the week. Chas. Geary sold 11a of '05 at 6c in bl. and 40cs of '03 at 6½ cents. C. E. Langworthy delivered 34cs of '93 to Jenson and 49cs of '03 delivered by the Hardwick Bros. at probably the best price paid for '03, comprise some of the sales from growers.

The 500cs packing put up by Peterson & Reme at Orfordville is reported sold to M. H. Bekkedahl, the Westby packer, for the account of his New York connection. S. C. Chambers reports the sale of 100cs to a Detroit manufacturer All goods of a serviceable binder nature or answering the demands of the exporters are in strong demand. A few warehouses are still engaged in handling the new crop but generally speaking the season is about closed. The weather of late has been decidedly favorable for the starting of the plant beds which are now showing

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF
Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
HIGH-GRADE
Domestic CIGARS
Hanover, Pa.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW
CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

the tiny plants and a rapid growth is anticipated.

Shipments 200 boxes.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Receipts in	April	3,009 hhds,
Sales	" "	223 "
Shipments in	"	781 "
Total Stocks May 1st		5,521 "

Buyers' stock, 164 hhds; unsold stocks. 5,357 hhds.

Our receipts of new crop this week were 592 hhds; offerings upon the breaks, 38 hhds; public and private sales, 168 hhds, composed largely of old tobacco at firm prices, the stocks of which are now very small. The sales of new tobacco were mainly of wrappers and spinners of various grades at full prices.

We have had warm showery weather favorable for the plant beds, and plantings will be made next week if the conditions should be favorable.

The planters of the "association" declare their firm determination to fully reduce their area to be planted. Plants are reported not to be abundant in some sections, and labor scarce, it having sought the railroads being built in the South, in which there is great activity at this time.

For old tobacco we quote:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.75	to	5.50
Common Leaf	5.75	to	6.75
Medium Leaf	7.00	to	8.00

HOPKINSVILLE, KY.
M. D. Boales.

Market is still quiet; nothing doing. Scarcity in public sales, while private sales of 1903 stock and specialties in new crop have been fairly good at fair prices: Old Leaf, 6 to 8c, good condition; new wrappers, 10 to 14c, break prices.

New Lugs—Low, 3½ to 3¾c; Common, 3¾ to 4c; Medium, 4 to 4½c; Good, 4½ to 5¼c.

Leaf—Low, 5¼ to 5¾c; Common, 6 to 7½c; Medium, 7½ to 8½c; Good, 8 to 10c.

Condition—New showing much softness and in sweat.

The Planters' Association is prizing, storing, holding. They have appointed an inspector to sample their tobacco, and a salesman to sell in lots for classification or as a whole when buyer wants it.

Planting will commence soon. Plants are plentiful, but labor is scarce, having found other vocations more remunerative. Crop by organization is to be curtailed, and it looks as if the movement of present 1904 crop will be late.

Offerings for the week, 63 hhds; sales for the week, 51 hhds.

Note.—It is estimated that two-thirds to three-quarters of the receipts is Italian Regie, and A. T. Co's own prizing, and will not be offered on sale; also organization tobacco held for private sale, leaving small independent receipts.

MONTHLY REPORT—APRIL.

	1905	1904
Receipts for month,	1,260	1,295
" year,	2,420	1,700
Sales for month,	395	176
" year,	693	1,013
Shipments for month,	494	572
" year,	1,637	1,533
Stocks on sale,	2,359	2,380
" sold,	769	373
Stocks on hand,	3,128	2,753

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

E. A. CÁLVES & CO. IMPORTERS OF **HAVANA** 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

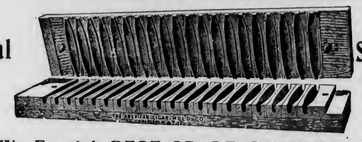
W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

Vertical Top  Solid and Durable
We Furnish BEST GRADE CIGAR MOLD.
Our Prices are the Lowest.
Sample Sections Free.
THE AMERICAN CIGAR MOLD CO.,
1935--1937 Western Avenue, Cincinnati, Ohio

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs — Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty — Metal Printed Labels

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST **Lithographers,** CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

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Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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Five Cent Cigar

THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
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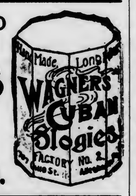
Factory No. 2 707 Ohio St., Allegheny, Pa.



GEO. STEUERNAGLE,
Manufacturer of
THE CELEBRATED
MERCHANT & MANUFACTURER
Trade Mark. Registered.
LONG HAND-MADE STOGIES. FILLER
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
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Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
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788,730 Match box; Edward Rogers, New Swindon, England

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
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REBATE LONG CUT
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P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

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WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS EMBOSSING

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS., U.S.A.

OLDEST MANUFACTURERS OF
PEACH and PRUNE {ESSENCES
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS,
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars.
Guaranteed to be the Strongest and Best.
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Memorial Hall
814-826 Lawrence St.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS

VIRGINIA PERIQUE

MIXTURE
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THE AMERICAN TOBACCO CO. NEW YORK.

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

HANDY
Cigar Box Opener

Made to work well—look well and last well. Slips into your vest pocket and takes up no more room than a flat latch key. Just the thing to tickle the trade with.

Is of best tool steel and finely nickeled—bright as a new silver dollar. Has a hardened edge that is sharp—handy to cut labels, edging and stamps—a feature the common kind don't have.

We stamp your ad clearly and deeply into each of them, so that wear can't remove it.

Don't this strike you as some thing extra good in the line of an everlasting advertisement, and a tool that would please the recipient?

They make a favorable impression on those who get them. They would help to sell more of your goods.

Why not let us fix up enough for you to give one to each of your customers? It's a splendid way to show your appreciation of their trade.

Write for prices—state quantity, and the ad wanted on.

National Selling Co.,
ALLENTOWN. PA., U. S. A.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address—
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER STOGIES
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.

E. ROSENWALD & BRO.

THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXV., No. 20.

PHILADELPHIA and NEW YORK, MAY 17, 1905.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents

The Leading Exclusive Sumatra House

Our Purchases of
NEW SUMATRA TOBACCO
Up to Date:

BALES		BALES	
81	S P | Deli	53	B M | Langkat
211	St. Cyr | Deli	74	Deli My | K
110	Amst. Deli Co. | J H	92	J H M | Deli
50	Deli Ba My	202	A F M | S
69	Mandi Angin Deli A	120	Langkat | Tab My | H L
25	L P C | Padang Brahrang	65	T T R | Langkat
406	S K | Deli	41	Deli Ma | A
125	Sumatra Plantage My	200	Various Marks
144	A D C | Deli		

2,068 Bales

We will continue buying at every inscription, in order to supply our trade.

We are holders of **One Thousand Bales** of **Old Sumatra** at **Old Prices.**

H. DUYS & CO.
170 Water Street,
New York

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
——THE TOBACCO WORLD——

SMOKE VETTERLEIN BRO'S. SABOROSO PHILADELPHIA CIGARS
PHILADELPHIA BOSTON

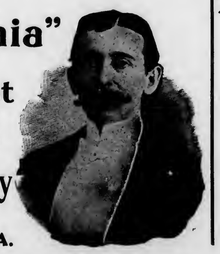
MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

Have we been neglecting JOHN HAY cigars in these ads.? Didn't intend to, for it's the best Havana filler, Sumatra wrapped cigar we know of.

STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

PENT'S TAHOMA 5¢ PENT BROTHERS CIGARS PHILADELPHIA

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.



EISENLOHR'S CINCO Philadelphia CIGARS

Clean as the Food You Eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

QUEEN'S NAPOLEON 5¢ CIGAR

Channing Allen & Co
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

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INTENTIONAL SECOND EXPOSURE

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1845

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY L.

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AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

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238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana

21[illegible] N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

Bayuk Bros.

SOLD BY LEADING DEALERS EVERYWHERE

5¢ CIGAR

WRITE FOR FULL PARTICULARS

MENTION TOBACCO WORLD

BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

A WOEFUL TALE.

Oh me, oh my, but this is a knock, boys! I'll bet after this sizzles its way through the retail trade there won't be a dealer left with strength enough to say where he wants to be buried.

The thing originated this way: I got into conversation with a salesman the other day, a rather young chap, and when I saw how properly he admired and respected me, I let him listen to two or three of my experience when I used to have 'em all pointing me out.

"Things were evidently different in those days," said he, and at once launched into a story of his troubles.

"Write it out and send it in, my boy," said I. "If it don't melt the type, we'll print it."

So yesterday I got it; seven sheets of asbestos paper all nicely done up. And here it is:

Probably no other vocation under the sun offers such a variety of "hard luck" stories, as that of a cigar salesman, selling retail trade.

Neither does any other business provide such a variegated bundle of human nature as the retail cigar and tobacco dealers of a big city. Indeed, to adequately describe some of them and their business tactics would be utterly impossible, for our language is not sufficiently ample in scope to do 'em justice.

There are, however, many men in this business who are bright and up to date business men, and gentlemen the whole clock round, and who really know how to treat a salesman. They are men to whom you can address an interrogation and get an intelligent answer.

But the other fellow: When you enter his store, or to be a little more exact, his shack, and try to create an impression by acting like a gentleman, he looks at you with about the same degree of suspicion that a Jap regards a Russian. You feel a chill chasing up your back; you look around to catch something to give you an inspiration for an attempt at storming the citadel, and then you stammer out with little regard for the truth:

"I see you carry a very complete stock, have a good location, fine window," etc., which, if the fellow is not too calloused, will bring a sickly smile to his face—which when it comes off leaves traces of pain, as his mug is not accustomed to smiling.

Then you talk a word or two about the war, or you ask him what he thinks of the ball season chances. But alas! You find his skull too thick for any question of even general interest, so you take another full breath, and say:

"Well, how do you find business, and how are things generally?" Immediately you'd give much to recall those words.

He looks a look that would turn milk sour, and tells you he don't think it any of your business, as he is not telling his business to anybody. Then you collect all your faculties and go back at him once more. You tell him you did not mean to be impertinent, but that you were trying—with the accent on the "t"—to introduce a new cigar of exceptional quality, and at a price more than consistent with the merits of the goods, and that you will allow him ten cigars free simply for his good offices in getting his friends to try the brand.

Here again he spouts like a peevish whale, and says, "I have no friends in this business; and I keep only what people ask for. I'm only a machine back of this counter, and I'm not a fool to commit business suicide by trying to sell a cigar I have no call for."

Then you feel like saying what isn't taught in Sunday School, and are only restrained by your early training to respect old age and pity a fool. With what little ambition you have left, you pack up your samples and get out.

The next place you strike is a store of pleasing aspect, with well filled cases and shelves full of dummies. You encounter a good-natured proprietor, who makes you forget your late episode, and you hope to interest him in your goods. He looks you over, tries 'em all and gets down to the price—and right here you get to know that he is a rank cutter, and you feel like getting a job as street cleaner, when he tells you he sells his 5 cent cigars, seven for a quarter.

A glance at his cases or windows tells you the same story for, there you find a few boxes of reputable cigars that he is selling at about cost, as he says, as an advertisement—a sad thing for him—for in my estimation he is even a bigger dub than the self styled machine man.

The most frequent tale of woe, however, comes from the smaller store, who constantly cry "dull business," "can't see anything."

As a salesman I would like to suggest a few reminders for some of the evils that exist in the trade but will refrain from it until later.

A CIGAR SALESMAN.

Sulzberger-Oppenheimer Co.

(Limited)

Cigar Manufacturers

Broad & Noble Sts.

Philadelphia

IF YOU WANT to be in HAVANA

Smoke

CAMELA

5c. Cigars

MADE BY

HENRY HEYMANN'S SONS

Office, No. 614 Betz Building, Philadelphia.

JOSEPH HOLLARD & SONS,

Makers of

Hollard's Premiers,

Franklin Club,

Luxury,

and NUMEROUS PRIVATE BRANDS.

Seal Cigar Factory,

2203 South Street, Philadelphia.

Hollard's

F. V. ESHLEMAN,

1600 Arch Street, Philadelphia,

MAKER OF

HAVANA CIGARS

A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

THE editor of this page was in conversation with a cigar dealer some time ago, and the conversation fell upon the suggestions made here from time to time on store management. The dealer was kind enough to compliment them, but ventured the opinion that some of them involved too much expense.

"There isn't so darn much profit in this business, now-a-days," said he, "that we can afford to waste any of it on unnecessary schemes."

He is quite right. There certainly is not. But if these schemes are worth anything, they do not represent a penny wasted, but so much investment, and investment made necessary for the very reason that profits are not large.

Certainly every retailer realizes that he has to do something to meet competition, beside merely opening a store and waiting behind the counter until sufficient customers find their way into the place to buy his stock. He's got to advertise in some way, whether it is by newspaper, mail literature, window cards or displays, street freaks with placards, or any of the hundred different ways. The most conservative way is by special offers occasionally displayed in the windows. This is also the cheapest way, for in many cases it represents only the time and the cost of the materials. Every dealer does this at times.

Another way is to arrange more or less elaborate window displays from time to time, in order to provide a variety. This costs more, and the majority of dealers use the plan. And the fact that they do, proves that they know they must do something of the sort and make some such investment.

Now, a good window display brings more business than a window card, unless the offer the latter bears is phenomenally attractive. It also costs more, and thus follows out the rule of investment, that the more money invested, the larger the returns. Of course this rule is susceptible of modification, but it can be stated as a fact that the more money judiciously invested, the greater the return.

And the whole point hinges on the word "judiciously." The dealer who starts to make a splurge without carefully thinking it out beforehand, or employing an expert to think it out for him, might as well throw his money into the gutter. But if the dealer would spend the time he usually spends worrying over bad business, in framing up some way to make it better, and laying the results of his thinking before his clerks or his friends, before he experiments, he would find that the bad business would take care of itself.

Always put yourself in the place of the man you want to appeal to, and remember that while you've got a special reason for selling, he, as yet, has no special reason for buying. You have to provide that reason.

The public long ago reasoned out that the man who advertises in dull times must be the man who is doing the business, and they figure that there must be a good reason why. Consequently, they take their trade to him.

• • •

SOME WINDOW CARDS.

AS was stated a couple of weeks ago, now is the time to display window cards most effectively. Passersby will pay attention to almost any thing, days like these, and the better bid you make, the more attention they pay. Here are three cards that will help, if you will get them up neatly. The first is for a dealer who wants to push a specal cigar for a time, which may be either a new or an old brand. The card wants to be flanked by an arrangement of boxes of the brand, some of them open, and it is taken for granted that the package is a good one for display. Here's the card:

YOU'RE A GENTLEMAN,
At Least We Hope So, and
So We Call Your Attention to
A GENTLEMAN'S SMOKE
It's the
PULLMAN
Best for the Money We've Ever Seen,
And We've Seen a Few.
Dare You to Spend — Cents?

The second is to advertise cigarettes and of course, to fulfill the card, must be some good grade with a dainty package. With the artistic style of packing now in vogue, there is nothing easier to make a good showing with than cigarettes. If you want to stand a little expense it would better the card a great deal by having an artist draw around the wording a picture of long whiskered hayseeders, supposed to represent the Legislature. This is the card:

The Poor Indiana Legislators
Never Smoked One
of Our
DOODLEDUM
CIGARETTES
If They
Had, They Wouldn't
Have Acted So Foolishly.

The third card lends itself readily to illustration, too, and of the lot will probably prove the most attractive. There is an indefinable magnetism about a pipe, in itself, and when the reader imagines himself in some sweet smelling orchard leaning comfortably back against a tree trunk, lazily puffing away, and occasionally turning the leaves of a book, he is caught right away. He'll get the tobacco and imagine the rest. The card:

In the Shade of the Old Apple Tree,

With a Good Book, and a Supply of Our —— Cut Plug, and Who Cares Whether School Keeps or Not?

• • •

JAPAN IS THE PLACE FOR A TOBACCONIST.

YOU retailers who are grumbling because you have to reach way down to the bottom of the cash register drawer at the end of the day, why don't you move your store to Japan? Everybody is always smoking over there, they say, and it must be a cinch for a dealer in possession of a corner stand.

The foreigner, landing in Japan for the first time, is inclined to believe that the whole nation, men and women, are slaves to tobacco, so constantly is the pipe and cigarette seen.

The clerk who sells you a stamp at the Post Office, the cashier who deals with your circular notes at the bank, the official who "vises" your passport, the customs officer who looks at your baggage—all have a cigarette between their teeth or puff at a pipe. You will even see a nursemaid indulging in a quiet pipe while her baby charge sleeps.

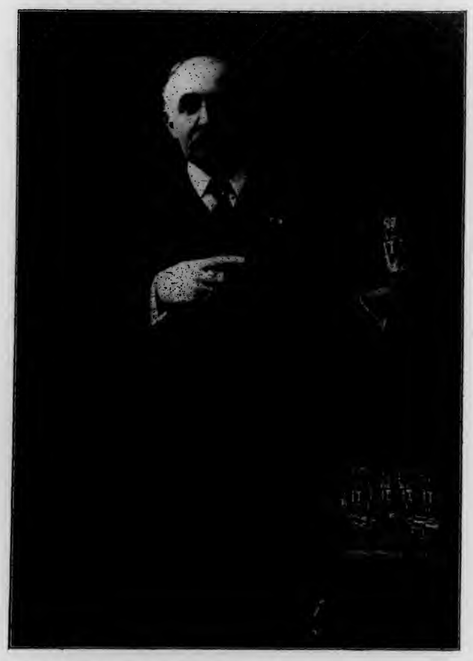
In fact, Japan is now looking to her smokers for financial salvation. The interest on the new loan, and the heavy war expenditure, will largely be defrayed by the taxation of the tobacco monopoly and the liquor trade.

A tourist recently returned from the Land of the Wistaria declares that he does not remember a single non-smoking Japanese male, and met very few women who did not smoke. Yet, he says, he never heard of a case of a Japanese suffering from what is known as a "tobacco heart" or "smoker's blindness."

Japanese women are great smokers, though the habit does not seem to lessen their womanliness or destroy any of their charms. Two or three dozen cigarettes a day seem to have no effect in sullying the gleaming ivory teeth or dulling the brilliancy of the soft almond eyes of those fair devotees of Lady Nicotine. It is not considered at all a rakish thing for Japanese women to smoke. A pretty, well bred girl of 18 will produce her tiny silken pouch and dainty silver pipe with as much matter-of fact calm as might a man of 50.

Among the old women the pipe, which is often as long as a walking stick, is frequently used as an instrument of correction for children and others. The "Oba-san," or grandmother, rules her son's wife with a rod of iron, and often the pipe is the convenient symbol of her authority. A few smart blows with this redoubtable weapon soon bring the erring girl to a proper sense of her position.

Mr. F. B. ROBERTSON OF MATCH-IT FAME.



HERE we have Mr. F. B. Robertson in the act of telling you why you ought to buy Match It Cheroots and so be happy and prosperous. The camera was snapped just as Mr. Robertson had reached the point where you feel you can't refuse, and a picture taken a few minutes later would show our subject in the act of putting your order into his pocket ready to send to the Manchester Cigar Manufacturing Co. in company with a lot of others.

The only way in which Mr. Robertson's pleasant expression, as seen in the picture, can be induced to come off, is for someone to mention the word "trust." That means battle to this independent warhorse, and he looks up, prepared for anything.

Mr. Robertson's best friends call him "Robbie." He has a depot for his goods at 1004 Ridge avenue, Philadelphia, where he can now be seen, restored to health after a sojourn in Atlantic City on the advice of his physician.

Insurance of your money and accounts made possible by machinery. You should know the amounts and relative proportion of your cash sales, credit sales, payments received on account, money paid out. These figures you should compare with those of previous days and so test the health of your business.

A National Cash Register tells you the detailed history of a day's business, saves time and worry, pays for itself within a year, and then earns 100 per cent. on the money invested.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a _____ *Name*
Please explain to me what kind of a register is best suited for my business. *Address*
This does not obligate me to buy. *No. Clerks*

Please Mention The Tobacco World

Virginia—Plants growing fast, some large enough to transplant, but fields not yet prepared.

North Carolina—Large part of crop transplanted under favorable conditions.

South Carolina—Tobacco doing well.

Tennessee—Tobacco setting in progress.

Kentucky—Plants generally plentiful and nearly ready to set, but damage by cut worms increasing.

Ohio—Tobacco plants small, but growing well.

TRADE ORGANIZATION DEAD.

New Orleans Association Says No Interest is Shown and Wants to Wind Up.

The members of the Louisiana Liquor and Tobacco Dealers and Manufacturers' Co operative Association of New Orleans, La., have petitioned the Civil District Court to permit the affairs of the association to be liquidated. There is a sum amounting to about $1,000 in the hands of the Treasurer, and it is desired that this amount be divided among the remaining members of the association.

The organization was originally formed for the purpose of testing the Sunday law and to form a sort of alliance between the liquor and tobacco interests of the city. The present petition is based on the claim that interest in the affair has been lacking for some time, and the meetings have not been attended.

ST. PAUL HAS NEW CIGAR CO.

St. Paul, Neb., May 12.

The St. Paul Cigar Co., with Charles Tenopir as President and Frank Bartunek as Secretary and Treasurer, has just been organized in this city, and will take it place among the large business concerns of the place. A factory has already been opened and work started.

HOW THE CROPS ARE DOING.

Government Bulletin Issues a Generally Favorable Report.

Washington, D. C., May 12.

The latest weather-crop bulletin issued by the Department of Agriculture, includes the following reports on tobacco in the various States Speaking generally, the report says: A large part of the tobacco crop has been planted in North Carolina and planting has begun in Tennessee. Plants are plentiful in Ohio, Kentucky, and Virginia, but transplanting has not begun in these States. In New England, tobacco is good but the season is ten days later than the average.

The following is said of the States separately:

Maryland—Tobacco plants satisfactory.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM, GEO. W. BREMER, JR. WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO.
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

FACTORIES ARE NOW BUYING IN HAVANA MARKET.

New Tobacco From Vuelta Abajo and Partido Sections is Now Arriving and Receipts Will Become Heavier Each Week. Manufacturers Are Not Very Busy.

[Special Correspondence of The Tobacco World.]

HAVANA, May 8, 1905.

While there is very little variation in the total numbers of bales, which changed hands last week, as compared with the previous one, the difference is that the local cigar and cigarette factories were the principal buyers and the Americans only operated sparingly, thus reversing the relative position of the two chief forces which keep the Havana market alive.

Old crop (1904) styles of Vuelta Abajo were mostly traded in at high prices, although a sprinkling of the new growth, Vuelta Abajo and Partido, was taken upon trial by a few local factories, as well as by a couple of Tampa manufacturers.

The new tobacco from these two sections is now arriving from the different packings, and receipts will become heavier with each successive week, so that with the beginning of July the Havana market ought to offer a fair selection of the so called factory vegas to American manufacturers of clear Havana cigars. Then a better judgment may be formed as to the quality, while at the moment, with the green tobacco still in fermentation in the bales, there is no possibility of a taste.

However, one good point seems reasonably certain, and that is that the 1905 crop is a free burner. A couple of vegas of temprano growth which arrived here very early had an excellent aroma; but one or two swallows do not make a summer.

The heavy part of Vuelta Abajo may not be ready for shipment until October. Remedios is backward, and the bulk of the escojidas may not open before the middle of June, exceptions to be made of the lighter part for Germany which may be started earlier.

As the farmers have obtained higher prices for their bundled tobacco everything will now depend upon the yield in the escojidas, although it would be a delusion to speak of lower prices, when everything points the other way. The unexpected may happen, but it is undoubtedly safer to base calculations only upon what is in sight. The best judges say that in quantity the 1905 crop is shorter than the previous one.

As the unsold stocks of the 1904 growth are so much reduced, they cannot play any role to speak of, and unless reports from the North are misrepresented the American manufacturers carry no surplus stocks to fall back upon.

Sales

during the week amounted to a total of 3,322 bales, divided into 2,702 of Vuelta Abajo, 370 of Partido, and 250 of Remedios. Buyers for the American market have taken only 1,241 bales, while local manufacturers have purchased 2,081 bales

Exports to all ports during the week were 3,298 bales, of which the various American ports will receive 3,212, the remainder going to Europe, South America and Australia.

Buyers Come and Go.

Arrivals: Bernard Lichtenstein, of Lichtenstein Bros., and Max Stern, of Lewis Sylvester & Son, New York.

Departures: Sol Hamburger and David del Monte, for New York.

Havana Cigar Manufacturers

do not complain, because it would not do them any good, but business in general is dull, and very likely the tide will not commence to turn until July, when Germany usally is the first in the field to ask for new cigars.

There is an old saying that it is dangerous to swap horses when crossing a stream, but evidently the trust does not believe it. There have been wholesale discharges of foremen from the various factories, or perhaps it has been intimated that in order not to be dismissed it would be well for them to hand in their resignations. The latter may be the more polite form, but in the end it amounts to the same thing.

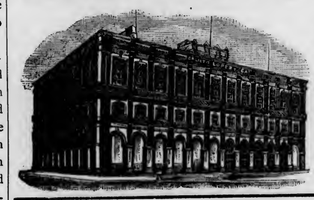
The new manager from Tampa, evidently, has something up his sleeve, and thinks that old approved methods in manufacture ought to be abolished and new ones substituted. Men who have been employed in the factories from ten to thirty years have had to make room for new brooms and consolidation and retrenchment of expenses are the watchwords.

Things have come to such a pass that finally Don Gustavo Bock, the president of the Havana Tobacco Co. at Havana could stand it no longer, and handed in his resignation to the Fifth Avenue Council at New York, which undoubtedly will be accepted, or has perhaps been acted upon already, as the whole manoeuvre seems to have been carefully planned.

However, it remains to be seen how the trust may fare in the future. That a concern, even if managed well, cannot pay dividends upon an inflated value or

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA. CUBA.

·E. A. CÁLVES, & Co. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA
FABRICA DE TABACOS · IN MAT VICTORIA CURAM · LUIS MARX HABANA
SOL and LUIS MARX
Consulado 91, HAVANA.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA
Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
83a Amistad St., Habana, Cuba.
Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

PARTAGAS
Independent Cigar Factory
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26. Habana, Cuba.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

excessively watered stock is easily enough understood, and there have been enough examples of trusts, or would be trusts, which have gone under, or passed through a reorganization, before they finally, on a reduced capital, could be made to pay.

It is said that Don Gustavo Bock may establish himself as an independent manufacturer, and as he is universally esteemed and well liked success cannot fail him in any new undertaking, especially as his private capital is estimated in the seven figure mark. That the independent manufacturers are rejoicing it is needless to say.

H. Upmann & Co. are doing better this year at this period, and while the quantity of cigars is larger, the bulk is also more of Regalia cigar. They shipped 430,000 cigars last week.

Cifuentes, Fernandez & Co. are quite content with their daily output of Flor de Tabaco de Partagas & Co.

Behrens & Co. are woking as usual in their Sol factory, and report satisfactory business.

Por Larranaga is likewise doing a fine business. Don Antonio J. Rivero, the manager, postponed his departure until the 13th inst., per steamship Mexico.

Rabell, Costa, Vales & Co. have good orders from the National Cuba Co. for Ramon Allones, Cruz Roja and Marquez de Rabell.

J. F. Rocha & Co. are working steadily in their Crepusculo factory, although Don Jose F. Rocha has seen fit to avail himself of the dull period of the year to become a benedict, and left with his young wife last week for a bridal trip to the United States.

Calixto Lopez & Co. are busy enough in their Eden factory. Don Calixto Lopez left on Saturday, per steamship Morro Castle to take a well earned vacation, leaving the management during his absence to Don Manuel Lopez.

Buying, Selling and Other Notes of Interest.

Sol Hamburger did not make a very long stay this time, but managed to purchase 700 bales of very fine Vuelta Abajo leaf, which Hamburger Bros. & Co. will have no trouble in disposing of quickly.

Sobrinos de A. Gonzalez sold 315 bales of Vuelta Abajo, and have received the first lot from their Bejucal escojida. Their buyers in the meantime do not stop buying a fine vega whenever they can find it in the Vuelta Abajo, Semi Vuelta or in the Partidos.

Max Stern left for the Santa Clara province to form his own impression about the new Remedios crop.

Suarez & Co. closed out 300 bales of Vuelta Abajo last week, and are receiving fairly good sized lots of their several Vuelta Abajo escojidas weekly.

Joseph Mendelsohn returned from New York last Thursday, looking as chipper as ever, and has been seen all over the market hustling as usual. Manuel Suarez & Co. are never idle, even in the dull season.

A. Pazos & Co. shipped 150 bales of leaf during the past eight days, while Don Jesus Vazquez is in the country looking after the buying part and also superintending their escojidas.

G. Salomon & Hnos. made several transactions, amounting to 245 bales of Vuelta Abajo and Partido.

Muniz Hnos. & Co. have purchased 20,000 matules additionally of the famous Santi Spiritu tobacco, which is considered eqnal to the Manicaragua leaf in flavor. They will open their escojida June 1, and calculate that the yield will be from 3,000 to 3,500 bales. Manuel Muniz, who has charge of all the buying and superintending of the escojida at Santi Spiritu, was here last week for a few days, but left again for the Santa Clara province. Hilario Muniz, the youngest brother, is in charge of the two packings in the Remates and Montezuelo districts, where Muniz Hnos. & Co. have purchased enough matules to result in from 2,000 to 2,500 bales of Remates and from 4,000 to 4,500 bales of the highly prized Montezuelo tobacco. Don Luis Muniz, the head of the firm, is usually at Havana, although he also goes to the country occasionally in case of need.

B. Diaz & Co. sold 170 bales of Vuelta Abajo and Partido, 60 bales of which were of the new crop.

Jorge & P. Castaneda have already received some bales from their famous Tumbadero packings, which are now turning out weekly shipment of fine sizes.

Rz. Rautista & C. disposed of 161 bales of Vuelta Abajo.

Jose F. Iribarren returned from his trip to the United States well pleased with the promises of support given to him, and will soon open his escojidas in in the country.

Gonzalez, Benitez & Co. closed out about 120 bales of Vuelta Abajo local factories.

Charles Blasco returned from his trip to the United States in the best of health, and is ready to do some hustling work in the interest of his customers.

Jose F. Rocha turned over 100 bales of Vuelta Abajo last week.

Manuel Garcia Pulido is in the country making some heavy purchases in the Remates and Partido section.

Sobrinos de V. Diaz have already received some new tobcaco from the Vuelta Abajo.

Receipts From the Country

	Week Ending May 6, Bales	Since Jan. 1. Bales
Vuelta Abajo	1,260	12,938
Semi Vuelta	200	1,187
Partido	438	2,769
Matanzas	—	11
S. Clara & Remedios	156	8,834
Santiago de Cuba	—	4,633
Total	2,054	30,372

J. F. ROCHA & CO.
Manufacturers of the S. en C.
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HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
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OFFICE:
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NEW YORK.
Cable Address: "HERE"

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, May 15, 1905.

With the opening of Luna Park and the beaches, business took a hump and from now on the number of cigars sold in Greater New York will be largely increased. The summer street cars are now running freely, and that also makes no little difference. Of course, the beaches will draw quite a little business from Manhattan, but a number of dealers either conduct or are interested in stands along the shore, and so are able to come out even. The weather was first rate last week and on the whole, a good week's business was recorded.

• • •

Orders kept up pretty well with the manufacturers, last week, most of them still coming from the West and the South. In fact more effort is being made for that trade with few exceptions, as the market in those sections seems to be more capable of expansion Two or three manufacturers about the middle of the week said their factories had all they could do and that they were seated to capacity. What proportion of the goods turned out are sold outright, it is impossible to say.

• • •

The leaf tobacco markets seem to have been universally quiet during the past week, and New York was no exception, so far as sales of seed leaf go.

Business consisted mostly of answering the many inquiries which are coming in concerning the new goods, which are just now in process of natural sweat or fermentation, consequently the present time may be called the in between season, for until the final results are definitely known no general revival is looked for, and in view of the exhausted condition in old goods, no large business is expected immediately. Indications at present of the new goods coming out of the sweat satisfactorily are good, which is at least some encouragement to packers, and it is a source of satisfaction to manufacturers and jobbers as well.

In Sumatra several houses have had a fairly active business for a month or more, and some good sized lots of the new goods have already been sold to manufacturers. Old goods also seem to have been more diligently looked after, buyers fully realizing perhaps, that there is certainly no present indication, or even possibility, of lower prices judging by the scant stocks of old goods and the apparent comparatively small quantities of new goods suitable for American manufacturers that have been secured this year so far, and the result of last Friday's Amsterdam inspection seems to fully substantiate the thories advanced. Even with an addition of 2,500 bales to the list of purchases this year by Americans the total is not yet up to the average of recent years.

At the inscription of Friday last at Amsterdam the following purchases were secured by New York houses: A. Cohn & Co., 400 bales and 350 bales out of hand; E. Rosenwald & Bros., 665 bales; Leonard Friedman & Co., 400 bales; L. Schmid & Co., 350 bales; H. Duys & Co., 334 bales; S. Rossin & Sons, 250 bales; L. P. Sutter & Bros., 25 bales.

The Havana market is fairly uniform, that is to say the lateness of new goods coming in makes it necessary for manufacturers to take such goods as can be procured, if needed for immediate use. It may be also said that the Cuban market is so thoroughly cleaned up of old goods as to make it impossible for importers to increase present supplies to any appreciable extent.

• • •

It is said that within a short time, goods shipped from Havana by the Havana Tobacco Co. for Boston concerns will be entered at the Boston instead of the New York port, which latter has been the case for nearly a year. This is in line with a general effort which the commercial organizations at the Hub are making to increase the volume of the port's business.

The business represented by the deflection of the Havana Tobacco Co.'s goods will not amount to more than $300,000 a year, but it is probable that this will constitute only a portion of the business that the port will lose.

It was after a decision of the Treasury Department that the Cuban internal revenue tax of $2 a thousand should be added to the value of the invoice in figuring the advalorem duty on the cigars, that the Havana Tobacco Co. withdrew its entries from Boston, because of the strict interpretation of the Boston officials on the ruling of the department, as compared with the more lenient interpretation at New York.

Accepting tentatively the ruling by the Treasury Department on the Cuban internal revenue tax, while not admitting its justice—for the export value of cigars from Cuba was higher than the domestic wholesale price, even with the internal tax added to the latter—the company instructed its agents in this country to add the value of the internal revenue tax at the bottom of invoices, for the purpose of figuring the advalorem, duty thereon, which action was taken to avoid being penalized by the Goverment, for trying to enter goods at below their market value from the country whence they came. The product was accepted at New York, New Orleans and San Francisco.

M. Barton, the customs officials took the ground that the goods were consigned and not purchased, as they were billed from the Havana Tobacco Co. of Cuba to the Havana Tobacco Co. of New York, therefore that under the law the value of the internal revenue stamp could not be added by the agents but should be added by the appraisers, together with the penalty for non compliance with the law. Naturally, the tobacco company preferred entering its goods at a port where no penalty was levied.

It was while affairs were in this state that the Boston Chamber of Commerce interested itself in the matter and tried to discover some solution of the problem, or to secure uniformity of treatment at the different ports. It communicated with the Havana Tobacco Co., officials at New York and got in touch with the Boston customs officials and had reached that point where it made it clear to the latter that the cigars shipped from Cuba by the Havana Tobacco Co. to Boston concerns were not consigned to branches of that company, but were purchased by individual concerns here, and hence open to the same treatment as in New York, when came the decision of the Board of General Appraisers that the Cuban internal tax of $2 a thousand was not dutible. supporting the contention of the protesting company, which purposely had allowed itself to penalized in one instance to secure a hearing.

• • •

The Retail Cigar and Tobacco Dealers' Association had an unusually lively meeting last Tuesday night, when a number of talks were given on subjects of vital interest to the association which were very much enjoyed by those present.

Albert Breitung, of Chicago, gave the association a very interesting and comprehensive outline of the progress of association work comparatively, as observed by him on a recent Western trip through a large number of Western cities. Sam Harris, President of the Khedivial Co., talked awhile, referring to the exposition which is going to make such a reputation for the association, and he was followed by Sidney J. Freeman, Chairman of the Exposition Committee whose remarks showed that everything is going along nicely.

An emblem of which the distinguishing feature is an eagle with outstretched wings, was decided upon to take the place of the flying horse, which for a number of reasons it was deemed best to discard.

• • •

Applolonio P. Ghio, of St. Louis, and Juan Girbau and Jose Nigreira, of New York, compose a new firm wnich has secured the factory building at 417 East Seventy-sixth street, where they will produce a fine line of high-grade clear Havana. Mr. Ghio is the head of the Ghio Cigar Co., of St. Louis, where he will continue to live, and look after the new firm's business in that section. The other two members of the firm compose the firm of J. Girbau & Co., of 192 Pearl street.

• • •

The Brooklyn Retail Cigar and Tobacco Dealers' Association held their regular meeting on Friday night, and enlivened the proceedings by a highly enjoyable smoker and entainment. There was a good attendance and while the affair was largely informal, everything passed off in the best of shape, and it was evident that the evening was a great success.

W. L. Porter, recently the Chicago representative of the E. H. Gato Cigar Co., has joined the forces of E. A. Kline & Co. in the same capacity, and will commence active operations on the field the first of next month.

No. 7 West Eighteenth street is a busy place now, as M. Stachelberg & Co. are well fixed there in their new quarters. Henry Esburg is very much on the spot. and the firm's business is going ahead with steady strides.

There is a new cigar stand in the big building at 60 Wall street. It is on the ground floor and has been opened by Abbot & Maher, who have on view a full line of varied smoking in the cigar and cigarette line.

The United Cigar Stores Co. has put a big sign up on its branch at 196 Broadway which states that that branch will be transformed into the finest store the company has, not excepting the Flatiron store. If the company keeps on, it will be building Aladdin palaces. The United Co. has also taken the store at 110 Broad street, which it will open up as soon as possible.

Last Friday and Saturday the Orient cigar store, Wall and Pearl streets, presented every customer to the extent of a dollar's worth, with a nobby little cane A large number took advantage of the offer and seemed well pleased with their bargain.

A. L. & M. L. Kaufmanns Boldt's Specials, are doing very well on this market. The cigar makes a highly enjoyable smoke and has been duplicating everywhere placed.

H. Duys & Co. are among the few leaf dealers who have been as busy as the proverbial bee. The inquiry for Sumatra has been very extensive, and this firm has disposed of close to 1,000 bales in the last month. This is not all in new goods, as this house has a good assortment of old as well, from which to choose.

• • •

J. Bernheim & Son, Havana leaf importers, are showing callers a new leaf sample cabinet, which is pretty near as much of a novelty as it is possible to get in the leaf business. The cabinet is seven feet or so high and perhaps ten feet wide, made of quartered oak with handsome brass mountings. It has three compartments, one of which holds wrapper samples. The cabinet is air-tight and is lined with white porcelain. Each of the three divisions has several sub compartments and the mechanism is arranged so that moisture can be applied to as few or as many of these compartments as is desired.

• • •

Adler & Sukovice have opened a factory at 243 Pearl street, and will direct their energies to the manufacture of high grade goods only.

• • •

C. E. Michael's resweating plant at 173 Front street has been much enlarged by taking in the whole of the building besides making many and extensive improvements, which will not only afford greatly increased facilities in handling tobacco and in their storage capacity, but will secure a reduction in insurance rates. Edward H. Michael a son of C. E., who has been very active in his father's behalf for several years, will in

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IMPORTERS OF
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PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

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Mendelsohn, Bornemann & Co.,
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Havana, Cuba: MANUEL SUAREZ y CA., Amistad 98

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TELEPHONE, "337 JOHN"
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Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
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THEY PLEASE ALL TASTES
Always Uniform and Reliable

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Manufacturer of
Best Grade
Seed and Havana
Hand-Made CIGARS
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"DARK HORSE"—The fruit flavored scrap chewing.
"SILVER MOON"—The best granulated smoking for either pipe or cigarette. The smoke for the man who knows.
"BLACK THREADS"—The finest heavy long cut smoking manufactured.
"SUN TIME"—A long cut smoking that always gives satisfaction.
"RED SETTER"—The natural leaf scrap smoking.
"SCOUT" and "OLE VIRGINY"—Good grades of granulated smoking.
UNION MADE
UNIVERSAL COUPONS packed in each package for the consumer. Also FIVE UNIVERSAL COUPONS in each carton of "DARK HORSE," "SILVER MOON," and "BLACK THREADS," for the retailer.
Write us for samples and prices.
THE GEM CITY TOBACCO CO., DAYTON, OHIO.

PITTSBURG STOGIES
PITTSBURG STOGIES
East Jefferson Little Prince
Pan American
S. SMITH & SON,
MANUFACTURERS
112-14-16 East Jefferson Street,
ALLEGHENY, PA.
PITTSBURG STOGIES
PITTSBURG STOGIES

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers - - - -	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.
DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

the near future be admitted to an interest in the business.

• • •

Louis Hirsch, of Jos. Hirsch & Sons, Sumatra importers, has just returned from a short trip through Pennsylvania, during which he closed up several important sales of goods.

• • •

Capt. M. E. Flaherty, the well known leaf broker, left last week on a combined business and pleasure trip through New York State.

• • •

R. G. Sullivan, of Manchester, N. H., maker of the popular 7 20-4 cigar, was a visitor in this city last week. Mr. Sullivan just returned a few days ago from a visit to Europe.

• • •

Isadore Steiner, of the lithographic firm of Wm. Steiner's, Sons & Co., 112 to 116 East Fourteenth street, sailed on Thursday per steamship Blucher of the Hamburg American Line for Europe, and will be gone two or three months. He is accompanied by his family, and is making purely a pleasure trip. This firm is exceptionally busy at present in their cigar labeling department. They contemplate the erection of a model new building in the near future, and are now looking around for a suitable site.

LIVERPOOL TOBACCO REPORT.

Parry, Crosbie & Co's Circular reports for April;

	1905	1904
Stock in warehouses,	hhds	
April 1,	122,681	115,983
Imported in April,	3,970	6,046
Total,	126,651	122,029
Deliveries in April,	3,755	5,742
In stock, April 29,	122,896	116,557

The imports for the month were: From Baltimore, 2,854 hhds; Newport News, 378; New Orleans, 364; New York, 186; Boston, 116; Pensacola, 62; Philada., 10

There has been a good business done during the month. The inquiries mentioned in our last report resulted in several important transactions in Western Strips, and since the Budget date, the position of Old Strips has become stronger and better prices have been obtained, as buyers now see that the stocks of Strips in this country cannot be replenished except at the higher duty of 3s 6d per lb.

UNITED ENTERS SAGINAW.

Is Increasing Chain of Stores in Michigan to Dealers' Dismay.

Saginaw, Mich., May 12.

The United Cigar Store Co. has leased the cigar store of M. V. Foley, on Genesee avenue this city, negotiations for which have been pending for two or three months. The company has a large store in Grand Rapids and one in Detroit. Their new acquisition will constitute their third important stand in this State.

The retailers in this city are not prepared to welcome the newcomers with anything like open arms, as it means that outside goods will now be pushed in the city to a much greater extent than heretofore. The new branch will be altered to the company's uniform style as soon as possible, and the store opened.

ATTORNEY WILL TEST LAW.

Cigarette-Smoking Indiana Lawyer Will Find Out What's What.

Indianapolis, Ind., May 16.

William W. Lowry, a well known young lawyer of this city, has made up his mind to make a decisive test of the Parks anti-cigarette law, and caused himself to be made the subject of an indictment returned by the Grand Jury, charging him with a violation.

Mr. Lowry was in the Criminal Court room some time before the jury rendered its report and at once accepted service of the customary capias issued as warrant of arrest and furnished a bond signed by leading Indianapolis business men whose aggregate capital will approximate $1,500,000. His sureties were H. S. Ohmer, Allan Lowrie, Alexander W. Thompson, George J. Marott, James L. Gaspar, W. A. Rhodes, Ernest H. Tripp, George B. Gaston and Henry W. Lawrence.

This bond, as might reasonably be supposed, was very promptly accepted by the Sheriff and Mr Lowry returned to his office.

Mr. Lowry is a man of means and is also an inveterate cigarette smoker. He has hitherto expressed himself strongly against the new law and insisted that its constitutionality would never be upheld by the Supreme Court to which tribunal he will appeal the case for the purpose of securing the test desired.

The Lowry cigarette case will in due time be set down on the Criminal Court calendar for trial. Mr. Lowry will enter a plea of not guilty, permit a finding of guilty under the indictment to go against him and at once take the case to the upper court.

It has been the desire of State's Attorney Benedict to have the law passed upon by a court of final resort and to that end Mr. Benedict and his chief deputy, Mr. Groninger, cast about for some one to indict who would be financially able to "carry an appeal up" for a final decision. And thereto "hangs a story." One day recently Mr. Lowry, who is seldom without a full cigarette holder, had occasion to go to the Grand Jury room on a professional call upon Deputy Prosecutor Groninger.

When conversing with Mr. Groninger in the outer corridor directly in front of the open door of the Grand Jury room, he drew a package of tobacco from his pocket, with the tell tale paper, delicately and deftly rolled a cigarette, lit it and literally puffed smoke into the Grand Jury room.

That was Deputy Groninger's long-sought for opportunity. He called two members of the jury to the door to note the cigarette smoking and then he and Mr. Lowry separated. They did not meet until after the indictment had been returned into court.

Three other citizens equally as prominent as Mr. Lowry were indicted, but the indictments will be "held up" to await the termination of the Lowry case before the Supreme Court.

—Three indictments for cigarette smoking were returned by the Indianapolis Grand Jury, and the accused were arrested and released on bond. The defendants propose to carry their cases to the highest court.

LA FLOR
De
SANTA CLARA
Highest Grade
Five-Cent Cigar
DIPLOMATICO and PERFECTO SHAPES
Manufactured by
***The* Johns-Brash Cigar Co.**
Main Office, **EDW. M. BRASH,**
LANCASTER, PA. Sec'y & Treas.

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Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"
It's Full of Havana. That's Enough for 5 Cents.
Correspondence Invited. Samples on Application.

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Cigar Box Lumber
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Sawed Mexican and Cuban Cedar,
Veneered Cedar,
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PHILADELPHIA, MAY 17, 1905

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

TO CUT PRICES IS TO CUT YOUR THROAT.

Why will retailers persist in cutting their own throats by slashing the price of a brand that is already selling well? There have been certain brands introduced on the market lately, the names of which it is not necessary to mention, which started to sell in a very satisfactory way. They were well advertised by the manufacturers and, as they seemed to be what the consumer wanted, they duplicated in every important instance. In each case the manufacturer advertised a certain price and authorized no change in it. Consumers were evidently willing to pay that price, and it looked as if the brands were going to make livings for themselves purely on their merits.

Suddenly one dealer put a sign up in his window announcing a cut of nearly 20 per cent. in these brands. Actually the cuts were made at different times on the different brands, but as they were all made in the same way the description of one instance will serve for all. The sign went up and attracted a rush of temporary custom. After a time another dealer followed and then two or three more.

Near the first dealer was a store which had had a good sale on the brand at the price at which it was advertised. Of course when the cut went into effect, sales fell off with the nearby dealer, and when the salesman for the brand came around, the dealer guessed he didn't want very many more. The salesman demanded the reason, particularly in view of the fact that the goods had been selling well.

This the dealer admitted, but declared that his was not a cut-price store, and that he could not afford to turn it into one, in order to help a manufacturer to boom his product. The salesman pleaded that his house not only did not authorize a cut but would like very much to stop it. The dealer was obdurate.

He said he had a decent trade of his own, and that it was no money in his pocket to sell this particular brand at the price he would have to, in order to meet the fellow down the street. So the sales man lost a customer that would have been more valuable to him than a dozen cut price artists.

Now, again the question: Why will a retailer make such an unnecessary cut? One dealer replied to this question with the statement that the United Cigar Stores Co. was constantly making cuts on kindred brands, and these had to be met, even if a loss were necessary.

The United Cigar Stores Co., backed by millions or not, is no more anxious to sell at a loss than the smallest dealer at a country cross-roads, and with the present percentage of dubious stores on its list, the company is probably not pining as keenly and constantly for a fight as seems to be the general impression. Naturally, when the company finds that the slightest cut finds an immediate and hysterical response from the independent store across the street, it finds it very easy to injure the chances of any new independent brand, a cut on which is not protected against by understanding or contract.

But the man who slashes his goods right and left for no better reason than that here given would seem to be a sadder victim of non reasoning than the man who accepted a thousand dollars to go off in the woods and shoot himself. The cigar dealer hasn't even anything to leave to his heirs.

The situation would be bettered considerably, if every cigar dealer took a thorough course in bookkeeping.

THE RETAILERS' PICNIC.

It is to be hoped that the picnic shortly to be given by the Philadelphia Cigar and Tobacco Retailers' Association will be a great success. The affair was instigated primarily to promote good fellowship and union, and also to provide funds with which to send a strong delegation from the Association to the New York Exposition, but if by any chance the former purpose only was accomplished, the time and labor of those in charge of the affair could by no means be accounted a loss.

Not every retailer loves his brother intrade, and with the independent trade menaced by a corporate foe whose ambition is limitless, it is decidedly well to establish as complete unity as is possible under the circumstances. The principal trouble is that in these days, when we don't wear uniforms, each man is apt to look askance at his neighbor, fearing that he will turn out a spy in the camp.

SEVERAL Indiana druggists are agitated by the fear that they will be pinched if they continue to sell the deadly cubeb cigarette to ailing customers. They argue that under the law, a cigarette is still that awful thing a cigarette no matter what its contents, and the officers of the law are as likely as not to raid their stores if it is found that they are thus defying the law.

There is nothing unreasonable about such an attitude. Authorities that could take into custody an ape for violation of a farcical law, could not be expected to make any exception in favor of anything whose only excuse was that it was supposed to be medicinal and beneficial. The Indiana druggists will do very well to go slow.

THE Indianapolis May Grand Jury has returned three indictments against as many heretofore reputable citizens charging them on specific dates with "owning and keeping a cigarette and cigarette paper." This majestic phraseology suggests the following;

Brown—"They say Smith has gone completely to the dogs."

Robinson—"Yes, he's about lost to all sense of decency; and you probably haven't heard the worst."

Brown—(with bated breath) "What is that?"

Robinson—(in hushed tones) "He keeps a cigarette paper now."

Philadelphia Tobacco Trade.

Here and There With the Retailers

Business in the retail market has been no more than fair this week, the three or four days of beastly weather interfering to a large extent with the number of goods moving over the counters. The box trade was not so good as it has been, either, and the retailers generally were not very cheerful. It looks as if summer had arrived to stay and if the coming week brings clear skies, business will probably take a brace. It is certainly time it did in this town, for the dealers with some exceptions are getting to be a disgusted lot. The market has been so uneven for months, that a dealer never knows what he can count on, and the proposition is getting to be a very uncertain one. Some of the Chestnut street stores have reported a fair May so far, while others complain bitterly of the slowness of the trade for which they cannot ascribe any definite cause. It is probable, all things considered, that the latter half of the month will be better than that which has already passed.

In the course of a week or so a new cigar will be on the local market, which from the way it looks, the way it smokes and the way it is packed, ought to make a killing. The brand has just been gotten out by I. Lewis & Co., of Newark, makers of the Golden Eagle little cigar, and they call their new smoke the Josh Billings after the famous American humorist of that name.

The cigar will sell for five cents, and the firm stakes its reputation on the quality of the smoke for that price. Philadelphia is definitely a five cent cigar town, and the manufacturer has to hustle some to keep up to the demands of the consumer. It is stated that the Josh Billings was made with this fact very much in mind, and the manufacturers expect it to give as much pleasure as did its famous namesake during his lifetime.

The package is a neat one in green and gold, and the label bears a picture of the humorist surrounded by miniature reproductions of his works. There is also a fac simile of the author's signature.

The cigar, which comes in the various popular sizes, will be pushed on this market by the firm's representative, Z. John Norris, and to the many who are acquainted with Mr. Norris's thorough way of looking after his trade, that is pretty nearly enough said.

E. G. Steane & Co., retailers at Tenth and Chestnut streets, will shortly remove from their present location to a surface store. This should result in increased business for the company, as some persons object to going below the side walk for their goods.

E. A. Bowker & Co., Market street grocers, who have a well equipped cigar department, are making preparations to remove from their present location at Thirteenth and Market streets to 1213 15 Market street.

A cigar store will shortly be opened at 131 South Tenth street by R. B. Semon, who formerly conducted a store on Chestnut street.

Davidyan, Jr., & Co., at Ninth and Arch streets, southeast corner, have an attractive display of I. Lewis & Co.'s Golden Eagle little cigars, and these goods are moving out well.

The committee appointed by the Philadelphia Retail Cigar and Tobacco Dealers' Association to look after the program for the picnic to be held June 21, will meet tomorrow night at the home of D. A. Schaible, 411 Girard avenue.

The stag party which James I. Hassan gave to a number of his friends in the trade at his home 6633 Woodland avenue, last Wednesday night proved a decidedly enjoyable affair. A number of well known city salesmen were on hand and Mr. Hassan turned the whole house over to them. An entertaining program was rendered informally, in which everybody took part and by which everybody was amused. There were enough refreshments to go around several times and to spare, and when the affair finally broke up, which was some few moments after eight o'clock in the evening, everyone voted "Jimmie" the best host in the world.

With Manufacturers and Jobbers.

The majority of manufacturers are keeping fairly busy, most of the goods going West, and while a land office business is not the rule, no particular dissatisfaction is manifested. The 5 cent cigars are running well, although there are a number of 10 cent brands made by Philadelphia manufacturers that have a very large sale in the West and South.

H. Rosenblum, manufacturer of the Belhaven cigar, formerly at Second and Chestnut streets, has removed to 2323 Germantown avenue, where he will continue to manufacture in connection with a retail stand.

Announcement is made that Scheinfeld & Batzofin will in about two weeks open a jobbing and retail place at 434 Market street Mr. Scheinfeld, is already known to the trade as a dealer at Sixteenth street and Ridge avenue, and Mr. Batzofin recently returned to this country after a lengthy absence.

Channing Allen & Co. are settled in their new quarters at 60 North Fourth street, where they removed from 519 Locust street. The firm has much more room in the new building both for office and factory, and is in every way better prepared to attend to the desires of their various customers.

Thomas C. Fluke & Co., grocers and cigar dealers, will, as announced several weeks ago, remove the first of June to Second near Market, where the company has leased a large building. At the time this change was announced many shook their heads over it, and considered that the company was making a mistake in deserting such a prominent location for one, which comparatively speaking, is obscure. Especially was it predicted that the cigar department would suffer. This possibility will be obviated to some extent, however, by the company's establishment of a depot in the Mint Arcade building, where much of the retail trade will be cared for.

John N. Kolb, of the Theobald Oppenheimer Co., is back from his visit to Amsterdam, and has already taken up his duties on this side of the water. Mr. Kolb secured some fine Sumatra while he was abroad.

W. W. Stewart, of Stewart, Newburger & Co., Ltd., is also back from a successful attendance of the Sumatra inscription.

Good, snappy business is reported by Sig C. Mayer & Co., manufacturers, at 417 Locust street. This is a comparatively young firm, but is more than holding its own. Mr. Mayer is at present having a fruitful Southern tripand his returns are keeping the factory hustling.

T. H. Hart & Co., report that they are oversold on both their blunt and point end Ledas, and that their factory is considerably behind on the orders already on hand.

Leaf Dealers' Jottings.

Another uneventful week can be recorded in the leaf market, very few transactions that amounted to anything having come off. The situation in Havana is still more or less of a tie up, caused by the reluctance on the part of the manufacturers to pay the prices which necessity demands, and while there was some inquiry, buyers contented themselves with just as small lots as they required to get out their orders. Why this should still be so is not quite clear, as manufacturers seem at last to be getting wise to the fact that there is absolutely nothing in sight to justify them in

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

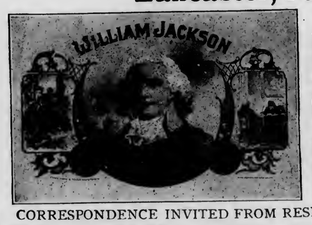
Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

J. E. SHERTS & CO.
Lancaster, Pa.



Manufacturers of
High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 — Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars

MICHAEL HOSE A. F. BRILLHART

DALLAS CIGAR COMPANY

Manufacturers of

MEDIUM GRADE **CIGARS**

and Dealers in

Leaf Tobacco

Dallastown, Pa.

Correspondence with Wholesale Dealers and Jobbers invited.

Capacity, 50,000 to 75,000 per Day

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut loaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

expecting an easier market; in fact they are paying today without much grumbling, a little higher price than they kicked like steers on a month ago, and which they now wish they had taken advantage of. There is very eager inquiry for old Pennsylvania goods, and no tobacco to answer it. Those packers who have anything on hand are in a position to make their own terms, and buyers are helpless. Nearly all stocks are barren in this respect, and nobody seems to be able to supply the demand. Some Connecticut goods are moving at a good price, but there is little real activity.

Frank Linck, a member of the staff of the Loeb-Nunez Tobacco Co., has been sent to Havana to assume charge of one of the company's warehouses, and will probably remain there for some time.

Trade-Mark Register.

MARSHALL GROVER 14,800
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered May 11, 1905, at 9 a m, by Wm Oliger, Greensburg, Ind

SEAL OF FLORIDA 14,801
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered May 11, 1905, at 9 a m, by Chass Cigar Co, Toledo, O

DAY STAR 14,802
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered May 11, 1905, at 9 a m, by Chass Cigar Co, Toledo, O

EL SAUDAD 14,803
For cigars Registered May 12, 1905, at 9 a m, by Teller, Kleinsmith & Co, Philadelphia, Pa

ZAPF OFFICE SMOKERS SPECIAL 14,804
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered May 16, 1905, at 4 p m, by John R Breneman, Bareville, Pa

DOLBOW'S OFFICE SMOKERS SPECIAL 14,805
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered May 16, 1905, at 4 p m, by John R Breneman, Bareville, Pa

NEW CURVE HAVANA FILLER 14,806
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered May 16, 1905, at 4 p m, by John R Breneman, Bareville, Pa

REJECTIONS.

Tonico, Seal of Virginia, Fraternal, Blue Ridge, Repeato, Pure Gold, Always Good, Avena, Cannon, Eye Opener, Olga, Economy, Romance, Veribest, Merlin, El Romano, Smart Set.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

EXPERIENCED MAN IN EVERY department of cigar manufacturing is open to position as Superintendent or Foreman in first-class factory. Best of reference. Address, FOREMAN, Box 100, care of Tobacco World, Philadelphia. tf

WILL BUY FOR CASH—TOBACCO Tags, Cigar Bands, etc., redeemable by Florodora Tag Co. Address, TAGS, Box 101, care of Tobacco World, Phila. tf

WANTED—EXPERIENCED FOREman in a Cigar Factory. Must be acquainted with the Borgfeldt Buncher. State salary wanted and references. Must be a married man. Address, Box 95, care of The Tobacco World, Phila. c

RESERVED FOR
IONA TOBACCO CO.
Lancaster, Pa.

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market,
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
of
Baltimore, Md.
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.

JAMES ADAIR,
Successor to ADAIR & REIFF,
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

Michael Hose A. F. Brillhart
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

IRREGULAR PAGINATION

THE TASTE TELLS
QUATILITY
5¢ CIGAR
Yes! it is Different
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.: THE UNITED NEWS CO. PHILA. Distrib's.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

NATIONAL CIGAR CO.
. . . . OFFICE . . . .
Heed Building, 1215 Filbert St., Philada.
DISTRIBUTORS FOR
GEO. L. STORM & CO., New York
EL NACIONAL CIGAR CO., Tampa, Clear Havana Cigars
MAKERS OF
CLAYTON'S CHAMPION
Bell Telephone: 44-67A Filbert. GEO. E. CLAYTON, Manager.

NOTES FROM CINCINNATI.

Offerings at Cigar Leaf Sales Heaviest for Weeks.

Cincinnati, O., May 15.

Offerings at last Saturday s cigar leaf sales were the heaviest for several weeks, amounting to 72 cases, consisting principally of Zimmer Spanish. The market was strong under keen competition. The Zimmers ranged from $2.30 to $12.25 per 100 pounds; Little Dutch from $10.50 to $12.25, and Wisconsins from $2.60 to $3.70.

"The cigar business in both wholesale and retail lines has been especially good for the past two weeks" said Henry Straus. "The coming of the summer weather, and the consequent increase in outdoor life has helped business."

Reports to Cincinnati handlers of white burley from Kentucky and Ohio districts state that the plants have been delayed by cool weather and damaged by continuous and an unknown insect. The loss though, will be light and indications are that the crop will be a large one.

The official announcement that the American Tobacco Co. is out of the market on 1903 tobacco has caused a withdrawal of offerings in that crop in the local burley leaf market. Brokers who held the tobacco in anticipation of a higher market are making private sales.

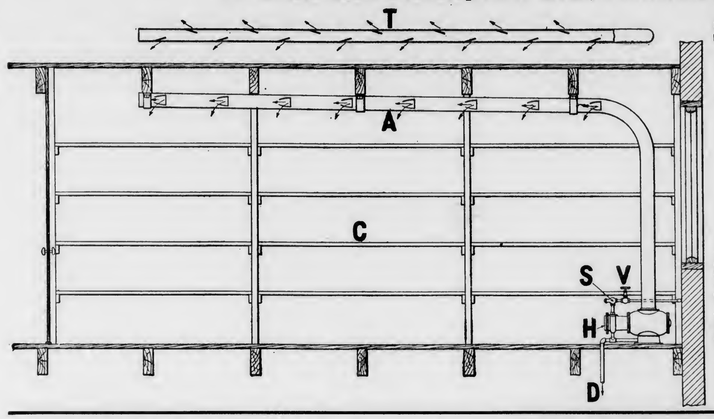
F. W. Galbraith, president of the Red Devil Co. returned from a business trip to Boston. A number of agents were appointed by him while in that city.

Dealers generally do not believe that another boom market, as was experienced last year, will be developed before the summer. Last year all the tobacco was in the hands of speculators while now the farmers control the situation.

J. C. W. Frishmuth, of Frishmuth Bros. & Co., Philadelphia, visited the local office last week. BUHRMAN.

JAMES ADAIR
Successor to
ADAIR & REIFF
Packer of and Dealer in
DOMESTIC LEAF TOBACCO
Office and Warehouses:
YORK, PENNA.
We Carry a Large Stock of
Pennsylvania Broad Leaf,
Zimmer Spanish,
Little Dutch
and
Gebhart.

SCHUTTE & KOERTING COMPANY,
Twelfth and Thompson Sts., Philadelphia, Pa.



SCHUTTE--KOERTING MOIST VENTILATOR,
used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time without deterioration.

PRINCIPAL FEATURES:
1. Low in Cost.
2. Operated by City Water Pressure.
3. Requires No Attention.
4. No Drip Occurs; Humidity Uniform.
5. No Wear and Tear.

We estimate on Complete Humidifying Plants
Correspondence Solicited.

TOBACCO NEWS FROM LANCASTER.

Leaf Market Continues Dull. Notes About the Manufacturers.

Lancaster, Pa., May 15.

The local leaf market continues in a lethargic condition. Nothing is doing in old tobacco for the simple reason that there is scarcely any in the hands of packers, it having been so thoroughly cleaned up, and in the new leaf, of course, interest is entirely centered in its condition and progress.

Seed beds have been progressing quite satisfactorily, and with continued warm and sultry weather such as we are having today, the young plants will make even more rapid progress. The belief is still generally prevalent that the acreage will be greatly increased if the plants continue to thrive as they appear to be doing now.

So far as can be ascertained, the earlier packings of the 1904 crop are going through the fermentation process very nicely, and indications now point to a fairly early selling season.

The plant of the Minnich Machine Works at Landisville, Pa., which is a two story brick structure 40 x 120 feet in dimensions, will probably be somewhat enlarged in the near future, by the installation of a foundry for making their own castings. This concern is of greater importance than may be generally known, for they are the makers of a patented portable bailing press, which press is in use by quite a number of packers in this section, by whom it is pronounced the most satisfactory apparatus of its kind known to the trade here. It is an ingeniously devised machine adaptable to many purposes, and should be more widely known to the leaf tobacco packers of other states. It is the intention of the Minnich Machine Co. to acquaint the leaf trade with this fact through the columns of The Tobacco World, and their announcements will appear regularly hereafter in the advertising columns of this paper. The Minnich Bailing Press is constructed for hand or steam power.

A. D. Killheffer, of the Eureka Cigar Factory, at Millersville, has just returned to the factory headquarters after an absence of nearly three weeks, and brought back with him quite a large number of orders for his product.

The cigar box factory of A. M. Wechter, at Lincoln, was completely destroyed by fire last week, entailing a loss of $5,000 which is believed to be fully covered by insurance. The fire is supposed to have been caused by the explosion or ignition from a lamp used in heating glue pots. It is expected that he will rebuild.

J. E. Hertgen, lithographer, is now busy in making preparations for the removal of his plant to Lititz, where it will be merged with the Lititz Lithographing Co. This company, it will be remembered, is now erecting a building specially designed for that purpose. The structure is progressing very nicely, and will be under roof by the end of the present week.

J. K. Brenneman, of Bareville, this county, was on a visit to Philadelphia and other nearby points during the early part of the week.

The cigar industry throughout the country is not any too good at the present time. Quite a number of factories are working either on short time or short handed. We know of some few exceptions, of course.

AGED KENTUCKIAN DIES.

John P. Gray, of Elizabethtown, Ky., and well known in Louisville, Ky., where he was for years a member of the old tobacco firm of G. Spratt & Co., which conducted the Pickett Warehouse about the close of the civil war, died a few days ago in a hospital, following an operation. He was eighty-two years old.

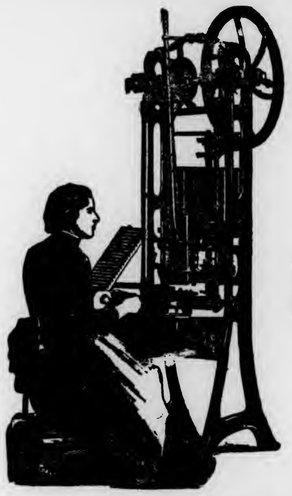
PIPES

For Wholesale Dealers Only
The CHEAPEST ESTABLISHMENT for
WOOD and CLAY PIPES
Clay Pipes Our Specialty
Write for Catalogue and Prices
I. SCHILZ-MÜLLENBACH
Manufacturer and Exporter
HÖHR, (near Coblenz) GERMANY

5c. THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR 5c.
Manufactured by
H. S. HARTMAN, Lancaster, Pa.
Samples Sent to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

L. S. STAUFFER,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.



The PROGRESS
SHORT FILLER
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

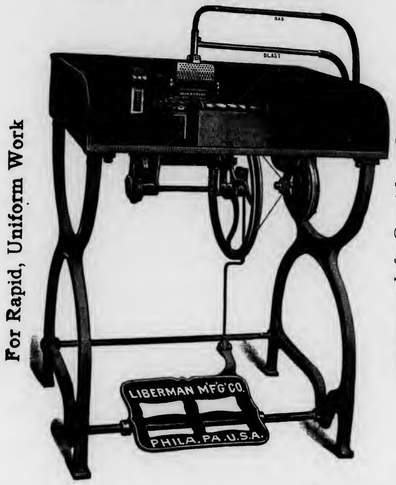
Manufactured by

N. H. BORGFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE



For Rapid, Uniform Work

Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade

Manufactured by

Liberman Manufacturing Company
240--42 North Third Street, Philadelphia
New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

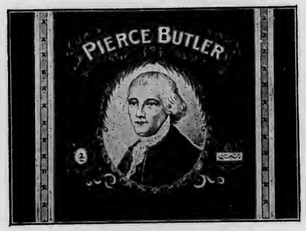
MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.



W. H. Snyder & Co.

Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced CIGARS

Correspondence Invited with the Wholesale & Jobbing Trade only

D. W. HUBLEY,

Thomasville, Pa.

Manufacturer of

High-Grade Seed and Havana CIGARS

Correspondence Invited from Responsible Houses.

F. B. SCHINDLER

Manufacturer of

Fine Domestic Cigars

Red Lion, Pa.

JOBBING TRADE SOLICITED

A. D. KILLHEFFER

Maker of

High Grade CIGARS

All Fine Workmanship.

Goods Sold Direct to Jobbers and Dealers. Communicate with the Factory. We Can Save You Money.

No Salesmen Employed.

MILLERSVILLE, PA.

TRADE KEEPS GOOD IN BOSTON.

American Tobacco Company's Goods Sold at Cut Prices.

Boston, Mass., May 14.

There is no material change in trade for the past week. The American Tobacco Company's products are being sold at very low figures and the retailers are hoping for a continuance of the same, but it is expected that by June first, the cutting in prices will cease, and that there will be some understanding established between the jobbers and the sub jobbers as to a schedule of prices.

There has been a big demand for Sweet Caporal cigarettes in which coupons were packed, as the news had spread around that the American Tobacco Co. had ceased packing coupons in these cigarettes. Every one was eager to buy as many of the old as they could get. These coupons will never reach the consumer of the cigarettes as they are being extracted from the packages before they even reach the retailer.

The United States Tobacco Company, which manufactures a brand of cut plug tobacco known as Central Union, popular in New England, has brought a bill of equity in the Circuit Court of the United States for the district of Massachusetts, against McGreenery & Manning, of Boston, who are the largest distributors of the trust goods in New England. The United States Tobacco Company claims that McGreenery & Manning are offering for sale and distributing a brand of cut plug manufactured by the trust, called Union Leader which is a close imitation of the complainants' brand of tobacco, Central Union. It is claimed by the United States Tobacco Company that the trust brand was gotten out in its present form and dress of package to mislead the consumer. The name of the trust does not appear anywhere upon its package, but it is alleged that the wrapping, packing and labeling of their Union Leader package so closely resembles the Central Union package, that persons desiring to buy Central Union are liable to be deceived and misled into purchasing Union Leader. The attorney of the United States Tobacco Company, Paul Blackburn, is also the general counsel for the Independent Tobacco Manufacturers' Association of the United States.

Mr. Blackburn, when seen, declined to say more than that a suit had in fact been commenced against McGreenery & Manning to enjoin them from selling Union Leader, that counsel for the trust had been notified to withdraw the objectionable brand and that they had refused to do so, whereupon as service couldn't be obtained upon the officers of the trust in New England, suit had been brought against the largest distributors here of the trust goods in question which were McGreenery & Manning. Mr. Campbell, president of the United States Tobacco Company, has been closely identified with the fight in New England against the trust.

The cigar and tobacco store of M. J. Rosendorf, 33 Beach street, was visited by fire last Sunday night. The damage done is said to be in the neighborhood of $1,500.

John McGuire, who operates a cigar stand in the cafe at 17 Court square, carries a full line of imported and Key West cigars and enjoys a good trade.

Messrs. Greenwald, Welch and Armstrong, with the American Tobacco Co., are here doing missionary work on Lotus, the new chewing plug, similar tobacco to Piper Hiedsick.

M. Bondy, of Kaufman Bros. & Bondy, was here with his samples of C. P. F. pipes, and is reported to have done very satisfactory work in his brief stay in the Hub this trip.

Robert Stephenson a boy of twelve years was arrested yesterday morning in Thomas Clark's store, Cambridge, and was later held under $500 bonds charged with the larceny of tobacco. It is claimed that it has been the custom of the young man to visit Clark's store mornings to make small purchases. Each time he had with him a large basket, and after he had gone goods were discovered to be missing.

At 1.30 last night a thief broke into the cigar and tobacco store of Chas. Sherman, 288 Hanover street, and while attempting to depart with $5 in cash and $50 worth of cigars, tobacco and cigarettes, was caught by the policeman on the beat.

Kozy cut plug enjoys a good sale on Hanover street, and it seems to the writer, as if the people were so anxious to get it, that they would even go so far as to burglarize a tobacco store to gain their desire.

Edward Wischmeyer, Jr., of E. Wischmeyer & Co., Baltimore, Md., spent a few days in town calling on the wholesales trade with a line of cheap Pennsylvania cigars.

Joe Manning, of McGreeney & Manning, went on a week's vacation to Maine to indulge in the sport provided by the rod and reel.

A handsome window display of Pall Mall cigarettes is in evidence this week at G. Frank Davenport's, 422 Washington street.

Frank Coleman, a wholesale tobacconist, of Portsmouth, N H., was in Boston the early part of the week.

E. Sterling, tobacconist, of Worcester, Mass., was doing some buying in town on Wednesday last.

The Waitt & Bond Co. is doing plenty of local advertising on Totem, their leader in nickle goods.

Frank Pike, local representative of the Globe Tobacco Co., is well pleased at

KEYSTONE CHEMICAL CO.

MANUFACTURERS OF

Cigar and Tobacco Flavor, Sweetener, Etc.

HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.

C. G. SINGLEY, Manheim, Pa

H. S. WALLICK, York, Pa.

GEO. A. BUDDY,

Littlestown, Pa.

Manufacturer of

Strictly High-Grade Cigars

OUR LINE:

Lord Bute, The Buddy, Union Riders, Sweet Tips, Cuban Emulator, General Post, Pretty Nell.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

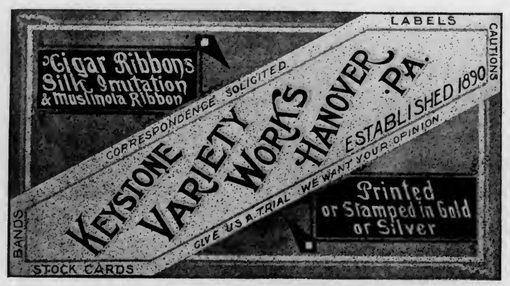
36 East Twenty-second Street, NEW YORK.

HENRY GOTTSELIG & BRO.
Danville, Pa.

Manufacturers of
High Grade
Union Made
Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.



J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

the way their Duke of York granulated tobacco is duplicating.

J. S. Brown, 8 Washington street, has been selling Cremo Exports, three for ten cents for the past week. Mr. Brown has been feeling happy of late; the fact is he recently invented a "hair restorer," and is now one of his own best customers.

A. S. Bearse, of A. S. Bearse & Co., made a flying business trip to New York this week.

A new brand of 5 cent cigars soon to be placed with the retail trade is the Boston Belle, of which Alfowich Bros. are the manufacturers. BEN ALI.

YORK TRADE NORMAL.

Manufacturers Have Frir Amount of Orders But Are Not Rushed.

York, Pa., May 15.

The industry in this county at present is in a normal condition. A majority of manufacturers are working steady forces but not one of them can be said to be rushed. The leaf dealers are also complaining somewhat of the inactivity of the manufacturers as buyers.

The State Seal Co., a recently organized project, which is composed principally of members of the manufacturing trade at Yoe, this county, is pushing its plan to completion with considerable rapidity. Several dwellings are in course of erection and the cigar factory which is also to be built on the grounds (which are just immediately beyond Yoe on an elevation of a couple of hundred feet above the borough proper), will be undertaken next. It will be so constructed that should it be desirable at any time it can readily be changed into dwelling houses.

John E. Olp, formerly in the cigar manufacturing business at Jacobus, this county, but who was more recently put through bankruptcy, and only a few weeks ago came to York to open a cigar store on George street, was arrested last week on a charge of forgery by H. G. Reever, of Springfield township. He entered bail before Alderman Owen for a hearing. The prosecutor claims that he endorsed a $50 note for the defendant, and that he also endorsed one renewal of the note; but that subsequently several renewals were made of which he had no knowledge, and to which his name had been forged.

V. R. Welsh & Son, manufacturers and retail dealers, of West Market street, this city, are building an extension to their manufacturing department.

Noah Gillen, of Gillen & Granat, has just returned from a flying visit through the leaf centers of Wisconsin.

John E. Detwiler and Fred Smith, cigar box manufacturer, and cigar manufacturer respectively, of Red Lion, recently made a business trip to Pittsburg.

■—An anti-cigarette bill, similar to the Indiana law, has been introduced in the Legislature of Florida.

READING UP TO SNUFF.

Manufacturers are all Moderately Busy and Apparently Satisfied.

Reading, Pa., May 15.

In view of the reported present condition in the cigar manufacturing trade of other sections of the State, Reading can justly claim to be getting its full share of business as quite a number of cigar manufacturers are moderately busy and it is not hard for cigarmakers to find employment, which is an unmistakable indication of a good business being enjoyed by our manufacturers.

J. W. Fehr, of the leaf firm of J. W. Fehr & Son, recently returned from a trip through Connecticut where they have put up a packing of 1,000 cases of leaf, and speaks most encourageingly of its progress. To a World reporter he said he believed his firm would be able to show the trade the nicest lot of Connecticut tobacco that had ever been shown in Connecticut unless all signs failed.

H. E. Spannuth, the veteran representative of Louis Bremer Sons, Philadelphia, was a recent visitor among the trade here.

The Womelsdorf factories are busy without an exception, H. F. Fiddler & Co. are having as large a trade as they have ever experienced at this time of the year. William Schaffner & Co. are also pushing the cigar manufacturing business more vigorously than they have done for some time past.

Weidman & Moyer, cigar box manufacturers, say they are very busy, which is conclusive evidence that the cigar trade in this vicinity is having its full share of business.

M. Steppacher, of Reading, informs me that orders are beginning to arrive very satisfactorily for their union made product and they are employing a force of cigar makers to the full capacity of their factory.

Frank S. Rader, of the cigar manufacturing firm of Ibach & Rader, met with a serious accident several days ago which has landed him in the Lebanon Hospital. He was driving from their factory to Sheridan, only a mile distant, in a small wagon with several cases of goods for delivery to the railroad station, when the horse suddenly took fright and threw Mr. Rader violently to the roadside. The injury from the fall was declared to be a compound fracture of one limb necessitating his removal to the hospital as stated above.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS and DEALERS IN **Leaf Tobaccos**
142 N. Market Street,
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

BRANDS:
"MANO" 10c. Cigar
"Modjeska"
and "La Mano"
5-cent Cigars

H. C. LONG & CO.
Manufacturers of **Cigars,** LEBANON, Pa.

OFFICE:
118 Mifflin Street
FACTORY:
Cor. Maple and Plum Aves.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871
DALLASTOWN, PA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

RUMPUS IN STOGIE COMPANY.

Pittsburg Stockholders of the Stogie Trust Want an Accounting.

Pittsburg, May 15.

Much talk has been occasioned in the trade by the actions of the Pittsburg stockholders of the American Stogie Company in adopting toward the controlling New York crowd, a "show me" attitude. The local stockholders demanded some days ago that the officers be required to make a statement at once, under pain of being brought into court.

This action was taken, following a meeting of the Pittsburg people and Attorney M. R. Trauerman, H. V. Curil and S. Vandersall were appointed to demand the statement from President C. M. Logue. Attorney Trauerman made the followtng statement:

"The American Stogie Company was organized in 1903 by George B. Hanford of New York and C. M. Logue of Pittsburg. It is capitalized at almost $12,000,000, of which about $4,500,000 is held by Pittsburg people, the remainder in New York. The report of the directors states that the company is making money, but it has never paid a dividend and to us at this end all information as to the standing of the company has been refused.

"At the annual meeting of the stockholders in Jersey City, April 3, Pittsburg stockholders had a representative present to go on the directorate who made a demand for a financial statement to learn why no dividend has ever been presented. This report was ignored in the vote for directors and the directorate was made up of the New York people and two men who, though Pittsburgers, have been working with the New York people in the company. These two are President Logue and E. A. Katzmiller.

"The stockholders in Pittsburg then consulted me and I make a trip to New York to find some information about this company, but I was simply referred to the New York counsel who said no report was required under the charter and none would be made. We naturally do not like this style of business, and want to know."

The defense made by President Logue is to the effect that the dissatisfaction exists on account of the fact that the company has deemed it wise to call in some fat salaries that he says have been paid in Pittsburg and which were not earned.

STOGIE FIRM DISSOLVES.

Samuel Smith & Son, stogie manufacturers, at 112 4-6 East Jefferson street, Allegheny, Pa., have made a formal announcement to the trade of the dissolution of that firm, by the retirement of Samuel Smith, who proposes to conduct a retail store at Olin street and Cedar avenue, Allegheny, while the business of manufacturing will be continued by his son, Sidney S. Smith, under the old firm name of Samuel Smith & Son.

SMOKING TOBACCO RESTBICTIONS.

Internal Revenue Commissioner Delivers an Important Opinion.

Washington, D. C., May 13.

The commissioner of internal revenue has issued an opinion, partly in answer to questions submitted to him, regarding the sub division of packages of tobacco. The commissioner's letter states:

The present law and regulations require that all smoking tobacco shall be put in packages containing 1, 1⅔, 2, 2½, 3, 3½, 4, 8, and 16 ounces, and in no other manner, and that each such package shall be properly labeled and stamped before removal from the factory. Such statutory packages cannot legally be sub-divided into parcels of tobacco inclosed in envelopes or other wrappers to be distributed gratuitously as samples, nor can the tobacco be taken from such statutory packages after removal from the factory and be repacked in envelopes or other inclosures and then be sold or given away.

It is illegal for a manufacturer of tobacco to put up and remove from his factory sub division packages of smoking tobacco of the character referred to, and such packages found on the market or outside of the factory premises will be promptly seized and forfeited to the United States, and if deemed necessary criminal proceedings will be had against the offending manufacturer under the law.

This paragraph disposes of the inquiry as to whether one would be permitted to distribute the envelopes containing fractional parts of an ounce of tobacco directly from the stamped statutory sixteen ounce packages as put up by the manufacturer.

The commissioner was asked by a manufacturer whether he would be violating the law if he, or persons under his direction, took the tobacco from regular statutory packages and replaced it in envelopes, with or without advertising labels thereon, in quantities less than one ounce, and then distributed the small sample packages gratis to the public, preserving the stamped sacks and other evidence as to his having taken the tobacco from regular stamped statutory packages. He was advised that this would be illegal, and that the sample packages would be seized and he would be proceeded against for violation of the law.

Regarding this, the commissioner writes: "If he (or his agent) removes tobacco from statutory packages and repacks the same in subdivision packages containing less than the statutory quantity and then distributes these small packages to the public or to the trade as samples, even if he can prove that he took the tobacco from regularly stamped packages for such purpose, in the opinion of this office, he or they will be guilty of violation of the law and subject to prosecution."

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

M. H. Clark & Bro
Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Clarksville, Tenn.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Hopkinsville, Ky.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880.

ATTENTION, TOBACCO JOBBERS!!
Choice Natural Leaf
CHEWING and SMOKING TOBACCO
(UNION LABEL GOODS)
8 and 16 ounce Packages . . . . 20 Cents
2 1-2 ounce Packages . . . . . 21 Cents
GOOD, CLEANED, SEASONED CUT SCRAP
Packed in 5 Pound Cartons. Freight Prepaid. Send for Sample.
READING TOBACCO MFG. CO.,
George W. Green, Prop. READING, PA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

W. R. DAUGHERTY & BRO.

Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

MEETING DIDN'T PAN OUT.

Burley Belt Wasn't Sufficiently Represented at Cincinnati Meeting.

Cincinnati, O., May 15.

The meeting of burley growers last Wednesday which had been heralded for a couple of weeks or so, and at which it was promised to solve the burley question and arrange for a corner on the coming crop, did not pan out. The attendance was poor and little business of importance was transacted.

The meeting was held at the Grand Hotel, and so few sections of the burley belt were represented that it was at once appreciated that nothing could be done at the present time.

Among the officials of the association and leading planters present were President W. B. Hawkins, of Lexington, Ky.: Archibald Stuart, of this city; M. I. Barker, of Carrollton, Ky.; Scott Osborn, of Dover, Ky.; Henry C. London, of Georgetown, Ohio; Wm. Adams, of Cynthiana, Ky.; W. C. McCord, of Springfield, Ky.; Wallace Sharp, of Sharpsburg, Ky., and T. J. Skeldon, of Madison, Ind.

In the informal discussion which took place various plans to finance and control the crop were brought forward. The representatives from the Carroll County section favored co-operative buying and selling through agents appointed for that purpose, advocates of this plan claiming it would eliminate the packer and shipper, or "middleman."

Another plan suggested was the establishment of district warehouses throughout the burley belt, which would receive the tobacco from the planters and issue stock certificates therefor on the basis of $5 per 100 pounds, sampling and warehouse charges to be a lien on the tobacco when sold, but leaving it optional to the planter to sell whenever he desired.

It is not evident how this plan differs in any essential particular from the custom which has prevailed for many years of selling through the commission warehouses in this city and Louisville.

It was finally decided to await the action of the committee appointed at the Lexington meeting, but President Hawkins was requested to urge the committee on in the completion of its work and then to call a general meeting of the association either in this city or at Lexington, Ky.

It is understood that Mr. Archibald Stuart has a plan to finance the deal for the crop of 1905, but will not make it known until the general meeting.

Recent Incorporations, Etc.

The Albert Speirs Manufacturing Co., New York, to manufacture smokers articles, cigars, etc., with a capital of $25,000, has been incorporated by Albert S. Speirs and William H. Van Wynen, of New York, and Marcia Speirs, of Atlantic Highlands.

The charter of the Shyer Cigar Company has been filed in Nashville, Tenn., with a capital of $3,000. The incorporators are L. and A. N. Shyer, M. Teitlebaum, S. Agatstein and Loyis Leptwich. The company will manufacture cigars.

The House Highland Cigar Company, of Columbus, O., $31 000, was incorporated by William H. House, James T. Highland, Ed DeLancy, John J. Silbaugh and Lewis G. Silbaugh They will make and job tobacco and cigars.

The Marion Tobacco Co., of Pilot Mountain, N. C., has been incorporated with a capital of $15,000, by R. N. Marion, N. C. Marion, J. S. Atkinson J. R. Marion, of Siloam, and M. M. Marion, of Pilot Mountain.

The Richlands Tobacco Warehouse Company, of Richlands, N. C., has been chartered with a capital of $20,000. The object of the company is to operate a warehouse for the purpose of buying and selling leaf tobacco.

The Ghio-Girbau Cigar Co , of New York, for manufacturing tobacco, cigars, etc., with a capital of $25,000, has been incorporated by Applolonio P. Ghio, of St. Louis; Juan Gerbau and Jose Nigreira, of New York

The Kraus Cigar Making & Instruction Co., of New York, to teach cigar making, etc., has been incorporated by John J. Hayden. Charles MacLaren and W. Russell Osborn.

The Lopez Cigar Co., of Montezuma, Ga., has been organized, all the prominent business men of the city subscribing to the stock, which will amount to $10,000.

The Boston McNamara Cigar Co., of Milwaukee, has been incorporated with a capital of $5,000.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. L. J. Sellers & Son, Sellersville, Pa.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
HIGH-GRADE
Domestic CIGARS
Hanover, Pa.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW
CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 180 / Bell, No. 1873 } 12 S. George St., YORK, PA.

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Our correspondents write:

Hinsdale, N. H.: "Tobacco plants are up, but on account of the cold weather are backward. About the same acreage will be put out as last year. There are two crops of 1904 tobacco in town and fifty cases of 1903 crop, and it is good tobacco."

Wetherfield, Ct.: "The weather is too dry and cold for tobacco plants to grow well. Some are watering their beds and some are waiting for rain, thinking if they begin to water they will have to keep it up. I hear there will be a little more raised this year over last year's production."

Bradstreet, Mass.: "The last assorting shop closed Saturday. A small crop of 3,000 pounds is the only tobacco in the place and was assorted and packed by Oscar Belden & Sons. Tobacco plants are doing nicely and setting will be in order soon."

Conway, Mass.: "Tobacco plants are coming on well, in spite of the cold weather. Some of the earliest will be ready to set next week, but that will be rather early if the weather does not change before that time."

East Whately, Mass.: "Dennis Hayes is building a tobacco shed 8 x 32 feet, three tiers high; tobacco plants are looking well, and setting will probably begin about the usual time, the 20th to the 25th of this month."

North Hatfield, Mass.: "The tobacco beds are looking fairly well and setting will be fully as early as usual. I have seen some beds in which silver dollars would hardly cover some of the plants, and such plants will in the ordinary course of events be ready to set inside of ten days. Mr. R M. Swift has some good beds. He thinks he will be obliged to take off his glass or the plants will be too early. Smith Briggs, Willis Holden, F. A. and C. H. Crafts will all have plants early."—American Cultivator.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 627 hhds; offerings on the breaks, 118 hhds; public and private sales, 224 hhds.

The sales were of old leaf at firm prices, and new crop, in which not all of the grades were represented. Cigar and plug wrappers, and German spinners were in much request at very full prices, but sellers seemed not fully satisfied, and expect more when orders increase in the market. The prizing of the crop shows the small percentage of lugs.

We have had good planting weather all the week, which was taken advantage of by all who had their land ready for the setting of plants.

Planting at this period of the year is usually damaged by cut worms, and complaints will probably be heard next week. Not enough of the new crop has been sold to furnish reliable quotations for all grades.

For old tobacco we quote:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.75	to	5.50
Common Leaf	5.75	to	6.75
Medium Leaf	7.00	to	8.00

PATENTS RELATING to TOBACCO, Etc.

789,489 Cover for tobacco pails; Edward Coe, Battle Creek, Mich.

789,490 Leaf-tobacco packing case; Wm. De Haven, Lancaster, Pa.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

Vertical Top

Solid and Durable

We Furnish BEST GRADE CIGAR MOLD.
Our Prices are the Lowest.
Sample Sections Free.
THE AMERICAN CIGAR MOLD CO.,
1935--1937 Western Avenue, Cincinnati, Ohio

A. KAUFFMAN & BRO.
CIGAR BOXES
YORK, PENN'A.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST **Lithographers,** CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
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Made in Six Sizes. Go to the Trade at $35 per 1000.
Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product
is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,
Manufacturer of

Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED.
le Droit Building, WASHINGTON, D. C.

DUKE MONEY GOES TO CHURCHES.

Great Part of the Magnate's Wealth Left to Ministers and Asylums.

Durham, N. C., May 15.

The will of the late founder of the Tobacco combine disposes of an estate valued at about $1,000,000. To some 30 nephews, nieces, grand nephews, grand-nieces and other kinspeople he left $1,000 each; to the North Carolina Methodist Conference, $10 000; to Home Missions, $5,000; to provide a fund for taking care of the aged and infirm ministers of the Conference, $5,000; to the Western North Carolina Conference, $10,000; to Home Missions, $5,000; to care for aged ministers $5,000; to the North Carolina African Conference and the Western North Carolina African Conference of the Methodist Church, $2,500 each; Watts Hospital, Durham, $,3,000; Oxford Orphan Asylum, $3,000; Methodist Orphanage, Raleigh, $3,000, and Kittrell Institute, colored, $5,000.

There is set aside in trust 30 per cent of the entire estate, to be divided at different times until the youngest heir has reached 35 years of age.

Thirty per cent of this trust fund goes to B. N. Duke and a like amount to J. B. Duke, 28 per cent to Brodie L. Duke and the remaining 12 per cent to the heirs of Mrs. Lyon, the only daughter, who died a number of years ago.

Brodie L. Duke's 28 per cent of the trust fund is to be divided so that he will get half the fund during his life. The remaining half of this fund will go to his children, the sons to get one-third each at 20, 25 and 30 years of age, and the daughter to get one third each at 25, 30 and 35 years of age.

Business Changes, Fires, Etc.

California

Alameda—Wm Patton, cigars, etc; bill of sale $1,000

San Bernardino—Frederick Roesenberg, cigar manufacturer; files homestead

Connecticut

Bridgeport—A Lamond, cigars, etc; files notice to sell his business

Idaho

Twin Falls—Hays, Heap & Frankel, cigars; dissolved, Heap & Frankel continue

Illinois

Chicago — Ben H Newman, cigars; sold out——C E Cole, cigars; bill of sale $1,000

Evanson—Fred W Whiting, tobacco; discontinue

Indiana

Rochester—B K Gilliland, cigar manufacturer; chattel morgage $462

Iowa

Des Moines—W R Alexander, cigars; discontinued

Kansas

Marion—Chas Whipple, cigars, etc; sold out

Kentucky

Lebanon—Abell & Abell, cigar manufacturers; succeeded by Abell Cigar Co

Louisville—Martin, Martin & Co., leaf tobacco; out of business

Massachusetts

Holyoke—Eureka Cigar Co,(not inc), manufacturers; dissolved

Michigan

Adrian—Michigan Tobacco Works, tobacco; F L Moreland sold an interest

Detroit—Rothschild & Bro., Imp and packers of leaf tobacco; Kaufman S Rothschild dead

Saginaw—Wm Stange, cigars and tobacco; out of business

Minnesota

Duluth—Ernst Goering, cigar manufacturer; warranty deed $400——Wright & Forgy, cigars; satisfied chattel mortgage $680; discontinued

Missouri

Joplin—L C McCarn, cigars, etc; C H Garvin succeeds——H M Stout, cigars; R C Barbee succeeds

St Louis—Wm Eustace, cigars and tobacco; Wm Eustace dead——Mrs Julia Grass, cigars, etc; bill of sale $700

New York

Rochester—Bates Arnold & Co (inc) cigar jobbers; sold out

Syracuse—Galvin, LaPrette, Fitzgerald & Hennessy, cigar manufacturers; Jesse Galvin dead

Ohio

Fremont— I G Bower & Son, cigars, tobacco, etc; dissolved

Lima—C A Negelspach, Metropolitan Cigar Co,; chattel mortgage $1,800

Newark—C V Keller, cigar manufacturer; real estate mortgages $2,800

Pennsylvania

Philadelphia—Wm F Steigerwald, cigar manufacturer; adjudged a bankrupt

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Milwaukee—Bolton McNamara Cigar Co, (inc), cigars; authorized capital $5,000

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
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Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

ALBERT FRIES HAROLD H. FRIES
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92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
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ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
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Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

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Sole Owners and Manufacturers,
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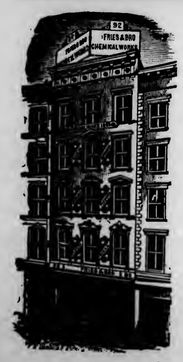

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THE AMERICAN TOBACCO CO. NEW YORK

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ◇ HAVANA
IMPORTERS OF
123 N. THIRD ST.
PHILADELPHIA

National Cigar Clipper

It Clips a V in Ends of Cigars---

A LITTLE vest pocket instrument for the smoker that puts a V in ends of cigars—neatly—accurately—without breaking wrapper, no matter how dry or brittle the cigar is.

It doesn't bite and pull and squeeze; but cuts "shear ways," the common sense way—a way that can't dull the the cutter and disfigure the point of cigar.

Design is elegant—nothing like it on the market anywhere Finest tool steel—nickel plated, and polished.

Makes an effective and lasting piece of advertising for the cigar manufacturer and distributer because of its ability to attract attention—its utility and durability.

The dealer can't put a better selling novelty before a smoker. Hits two ways,—snug profit when sold—fetching advertising with name on.

Sample 15 cents. Dozen lots without ad. $1.25.

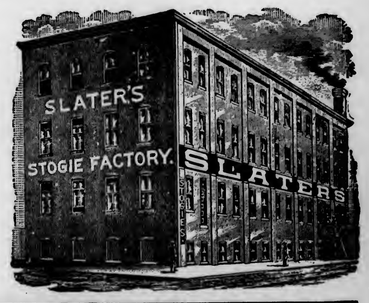
Gross lots without ad. $14.00; with ad. if not more than three lines, three eighth of an inch long, $16.50.

NATIONAL SELLING CO., Allentown, Pa.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address-
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER STOGIES
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



E. ROSENWALD & BRO.

THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXV., No. 21.

PHILADELPHIA and NEW YORK, MAY 24, 1905.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

1903 Crop
FLORIDA SUMATRA
WRAPPERS
All Grades and Sizes.
Light, Medium and Dark Colors.
Excellent Quality.
Lowest Prices.
Schroeder & Arguimbau
No. 178 Water Street
NEW YORK

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

—THE TOBACCO WORLD—

MANETO CIGAR

GUMPERT BRO'S. Manufacturers

114 N. 7th St. Philadelphia

If a combination of the highest grade labor, the finest tobaccos, and "knowing how to do it" makes a good cigar, then the **JOHN HAY** *is* a good ten-cent cigar. It is a combination of these three items. Write us for samples.

STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors

Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

EISENLOHR'S Cinco Philadelphia CIGARS

"Clean as the Food You Eat"
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

ALLEN'S NAPOLEON 5¢ CIGAR

Channing Allen & Co
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEYWEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F. H. POWELL'S LA FLOR DE Oxus CELEBRATED 5¢
PHILADELPHIA CIGARS CAMDEN

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

NEW CUBAN CUSTOMS RULE.

Change in Red Tape Around Entrance and Exit of Travelers' Samples.

Washington, D. C., May 20.

United States Minister Squiers, at Havana, Cuba, has written to the Department of Commerce and Labor announcing the fact that by a decision of the department of finance, when a foreign commercial traveler's samples are exported from a port other than the one through which they were imported, the custom house of the first port will issue a voucher in exchange for the certificate of deposit, which voucher, together with a certified copy of the verbal declaration on which the import duties were based, must be presented to the custom house of the port of clearance in order to secure the reimbursement of 75 per cent of the duties paid.

The following is a translation of a circular (No. 345) issued for the Havana customs upon the subject:

The delay caused by the procedure up to now to make reimbursements, which, in accordance with the note to paragraphs 326 and 327 of the tariff, are made to commercial travelers when, within three months, they re export the samples which they bring in their baggage and whose value does not exceed $500, forces this department to adopt means to prevent the frequent difficulties which are caused to custom house functionaries by the delay in the return of 75 per cent of these collections.

Therefore it is provided:

1. That in the future the full amount of the duties assessed in the custom houses on samples imported by commercial travelers shall be collected in the form set forth in the note to paragraph 327 of the tariff in force.

2. When samples are exported from the custom house of the port of entry within a period of three months, to which the note to paragraph 327 refers, the custom house will proceed to deduct from the amount deposited 25 per cent of the lawful duties for final collection, as it belongs to the State, and the 75 per cent shall be returned to the commercial traveler

3. In cases in which the period of three months mentioned shall have passed without the exportation of the sample being effected, the respective custom houses shall proceed to the final collection of the whole of the duties placed on deposit, because the period set forth by the law for obtaining the reimbursement of the 75 per cent of said duties shall have elapsed.

4. When exportation of samples takes place in a port other than that in which importation was effected the latter port will proceed to the collection of the whole of the duties deposited; the receipt of the deposit will be taken up and a voucher furnished in its place, so that the custom house through which exportation takes place may return the 75 per cent on presentation of that document and a certified copy of the verbal declaration on which was based the assessment at entrance as a due proof and guaranty for the State. These reimbursements will be made in accordance with a special fund which on this date and with said object exclusively will be assigned to the order of the respective cashiers of the custom houses.

Collectors of customs are by this circular authorized to proceed to the reimbursement of import duties collected on samples of commercial travelers as mentioned above without the necessity of other authorization from this department.

WILL FIGHT TO BITTER END.

Indiana Lawyer, Arrested for Cigarette Smoking, Will Prove Law Invalid.

Indianapolis, Ind., May 19.

William W. Lowry, who has been indicted by the Grand Jury for smoking cigarettes, has asked that his case be continued, and will put up a determined fight to prove the absurdity of the law. His case will be prepared as thoroughly as possible in view of the fact that Judge Alford, of the Criminal Court, expressed himself as believing the anti-cigarette law to be constitutional.

"While I have every confidence in the world in the honesty and ability of Judge Alford," said Mr. Lowry, "if I find that he is firm in his belief that the present statute covering the cigarette law is constitutional, I shall ask that my case be tried before another judge, as I wish to make it a test case."

"I believe that the law is an interference with interstate commerce," he replied. "There is a case reported in the one-hundred-and-twenty-fifth volume of the United States Reports, which, I think, is very much in point, and this decision seems to touch our cigarette law in more places than one. The State of Iowa passed a law forbidding the issuing of licenses for the sale of liquor; the Legislature, not satisfied with its work, passed another law making it an offense for a common carrier to accept a shipment of liquor consigned to any person in the State of Iowa, unless the consignee had a permit to sell liquor. Of course, as no permits were issued, no railroad or other common carrier could accept a shipment of liquor without laying itself liable to the penalty under this last mentioned law.

"A firm doing business in the State of Iowa purchased 5,000 barrels of beer in Chicago and tendered them to the Chicago & Northwestern Railroad, requesting that the beer be transported to Marshalltown, Ia. The railroad declined to accept the beer because the consignee at Marshalltown had no permit to sell liquor. Suit was brought in the United States Circuit Court for the northern district of Illinois. The court held that the railroad was right in declining to accept the shipment of beer in the face of the Iowa statute. The case was appealed to the United States Supreme Court, and was there reversed. The opinion was written by Mr. Justice Matthews, and is supported by copious quotations from former decisions of the Supreme Court.

"The court said: 'It has never been regarded as within the legitimate scope o inspection laws to forbid trade in respect to any known article of commerce, irrespective of its condition and quality, merely on account of its intrinsic nature and the injurious consequences of its use or abuse. * * * Can it be supposed that, by omitting any express declarations on the subject, Congress had intended to submit to the several States the decision of the question in each locality of what shall not be articles of traffic in the interstate commerce of the country?

"'If so, it has left to each State, according to its own caprice and arbitrary will, to discriminate for or against every article grown, produced, manufactured or sold in any State and sought to be introduced as an article of commerce into any other. If the State of Iowa may prohibit the importation of intoxicating liquors from all other States, it may also include tobacco or any other article, the use or abuse of which it may deem deleterious. * * * In view of the commercial anarchy and confusion that would result from the diverse exertions of power by the several States of the Union, it can not be supposed that the constitution or Congress have intended to limit the freedom of commercial intercourse among the people of the several States. * * * It is enough to say that the power to regulate or forbid the sale of a commodity after it has been brought into the State, does not carry with it the right and power to prevent its introduction by transportation from another State.'"

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C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
—THE TOBACCO WORLD—

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MUELLER BROS.
SABOROSO
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ANETO CIGAR
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VIRTUE LIBERTY AND INDEPENDENCE
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Philadelphia

a combination of the highest grade labor, the baccos, and "knowing how to do it" makes a gar, then the **JOHN HAY** *is* a good ten-cent It is a combination of these three items. Write amples.
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A Matchless 5-cent Cigar.
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Cinco
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Clean as the Food You Eat
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NICKELBY, 5c.

NAPOLEON
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Channing Allen & Co
Manufacturers of
FINE CIGARS
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STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

WHITE KNIGHT
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White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F. H. POWELL'S
LA FLOR DE
CELEBRATED
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CIGARS
CAMDEN

TIONAL SECOND EXPOSURE

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

NEW CUBAN CUSTOMS RULE.

Change in Red Tape Around Entrance and Exit of Travelers' Samples.

Washington, D. C., May 20.

United States Minister Squiers, at Havana, Cuba, has written to the Department of Commerce and Labor announcing the fact that by a decision of the department of finance, when a foreign commercial traveler's samples are exported from a port other than the one through which they were imported, the custom house of the first port will issue a voucher in exchange for the certificate of deposit, which voucher, together with a certified copy of the verbal declaration on which the import duties were based, must be presented to the custom house of the port of clearance in order to secure the reimbursement of 75 per cent of the duties paid.

The following is a translation of a circular (No. 345) issued for the Havana customs upon the subject:

The delay caused by the procedure up to now to make reimbursements, which, in accordance with the note to paragraphs 326 and 327 of the tariff, are made to commercial travelers when, within three months, they re export the samples which they bring in their baggage and whose value does not exceed $500, forces this department to adopt means to prevent the frequent difficulties which are caused to custom house functionaries by the delay in the return of 75 per cent of these collections.

Therefore it is provided:

1. That in the future the full amount of the duties assessed in the custom houses on samples imported by commercial travelers shall be collected in the form set forth in the note to paragraph 327 of the tariff in force.

2. When samples are exported from the custom house of the port of entry within a period of three months, to which the note to paragraph 327 refers, the custom house will proceed to deduct from the amount deposited 25 per cent of the lawful duties for final collection, as it belongs to the State, and the 75 per cent shall be returned to the commercial traveler.

3. In cases in which the period of three months mentioned shall have passed without the exportation of the sample being effected, the respective custom houses shall proceed to the final collection of the whole of the duties placed on deposit, because the period set forth by the law for obtaining the reimbursement of the 75 per cent of said duties shall have elapsed.

4. When exportation of samples takes place in a port other than that in which importation was effected the latter port will proceed to the collection of the whole of the duties deposited; the receipt of the deposit will be taken up and a voucher furnished in its place, so that the custom house through which exportation takes place may return the 75 per cent on presentation of that document and a certified copy of the verbal declaration on which was based the assessment at entrance as a due proof and guaranty for the State. These reimbursements will be made in accordance with a special fund which on this date and with said object exclusively will be assigned to the order of the respective cashiers of the custom houses.

Collectors of customs are by this circular authorized to proceed to the reimbursement of import duties collected on samples of commercial travelers as mentioned above without the necessity of other authorization from this department.

WILL FIGHT TO BITTER END.

Indiana Lawyer, Arrested for Cigarette Smoking, Will Prove Law Invalid.

Indianapolis, Ind., May 19.

William W. Lowry, who has been indicted by the Grand Jury for smoking cigarettes, has asked that his case be continued, and will put up a determined fight to prove the absurdity of the law. His case will be prepared as thoroughly as possible in view of the fact that Judge Alford, of the Criminal Court, expressed himself as believing the anti-cigarette law to be constitutional.

"While I have every confidence in the world in the honesty and ability of Judge Alford," said Mr. Lowry, "if I find that he is firm in his belief that the present statute covering the cigarette law is constitutional, I shall ask that my case be tried before another judge, as I wish to make it a test case."

"I believe that the law is an interference with interstate commerce," he replied. "There is a case reported in the one-hundred-and-twenty-fifth volume of the United States Reports, which, I think, is very much in point, and this decision seems to touch our cigarette law in more places than one. The State of Iowa passed a law forbidding the issuing of licenses for the sale of liquor; the Legislature, not satisfied with its work, passed another law making it an offense for a common carrier to accept a shipment of liquor consigned to any person in the State of Iowa, unless the consignee had a permit to sell liquor. Of course, as no permits were issued, no railroad or other common carrier could accept a shipment of liquor without laying itself liable to the penalty under this last mentioned law.

"A firm doing business in the State of Iowa purchased 5,000 barrels of beer in Chicago and tendered them to the Chicago & Northwestern Railroad, requesting that the beer be transported to Marshalltown, Ia. The railroad declined to accept the beer because the consignee at Marshalltown had no permit to sell liquor. Suit was brought in the United States Circuit Court for the northern district of Illinois. The court held that the railroad was right in declining to accept the shipment of beer in the face of the Iowa statute. The case was appealed to the United States Supreme Court, and was there reversed. The opinion was written by Mr. Justice Matthews, and is supported by copious quotations from former decisions of the Supreme Court.

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IMPORTERS OF

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco

115 Arch Street, Philadelphia.

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John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.

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Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* *Tobacco*

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA TOBACCO

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

The Empire Leaf Tobacco Co., Ltd.

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231 and 233 North Third Street

PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

AND

Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

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SUMATRA and HAVANA

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224 Arch St., Philadelphia

Broker in LEAF TOBACCO

Young & Newman, Importers of Sumatra & Havana

21st N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

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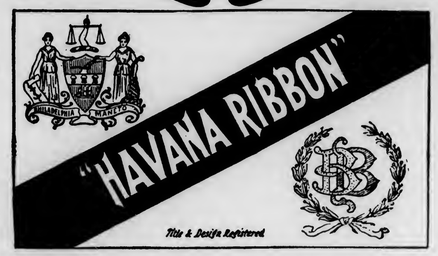

5¢ CIGAR

WRITE FOR FULL PARTICULARS

MENTION TOBACCO WORLD

BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

THE PREMIUM SYSTEM IS DOOMED.

Believe me fellow patriots, human nature is a grand, grand, old thing. It's what takes the place of instinct in the dumb animals, and it's equally wonderful, unexplainable, and at times laughable. We go ahead and do things that we know are foolish, and we not only go ahead and do them once, but repeat the act time and time again, even while we may be declaring to ourselves that we are dummed fools.

We go even further. We will patiently lie to ourselves about a certain thing until we make ourselves make believe that we believe it, and then regulate our actions accordingly. All the time we know that we really don't believe anything of the kind, but we simply keep that knowledge buried deep in our mind beneath all the sophistry we have managed to cook up, until we finally get tired of the whole thing, and give our sane selves a look-in.

I think every one can plead guilty to this, some of us more guilty than others. It is the human weakness of us demonstrating itself, and it is what provides us with the quality of sympathy.

This heavy, philosophical introduction came to me after a short meditation on coupons and trading stamps; and if there ever was a scheme that fattened on human nature it is that. I found myself at an informal little company the other evening, which was enlivened by some very fine music. In order that a piano duet might be pulled off scientifically, the hostess touched up a neighbor, who was in attendance, for her piano stool, or rather chair, for it was one of those fancy boys with tall backs.

"Just look, Uncle Jasper," exclaimed the daughter of the house, directing my attention to the borrowed article. "Isn't that great? And only two billion trading stamps." (That was not the exact number, which I forget, but it is near enough).

"Sh! Hush, dear!" warned the mother. "You shouldn't tell that."

I said it was very nice, and changed the subject in my graceful, self-possessed way, to the evident relief of the owner of the stool, who sat near. But why she should be ashamed of the way she got the thing, I can't for the life of me see. That is, how she could consistently be ashamed. It would have been natural enough if she had not wanted people to know that she had been gulled by the trading stamp idea. But that wasn't it. She evidently imagined that people would think she was poor, because she hadn't bought all her furniture.

Foolish vooman vat she vass! She had paid three times as much for the chair as if she had walked into a first class furniture store and planked down the cash. And before I leave this part of the subject let me remark that during the evening, a small boy, son of the woman who owned the stool, came into the room, and the irrepressible daughter of the house whispered to me that the little boy's suit had been obtained with cigar bands or some such thing.

Now let's get to the point. I make a predicton here, and I'm by no means the first to make it, that it will not be a long time before premium coupons, tags, and cigar bands will be done away with. I believe this will be the result of a natural reaction, and already, the heaviest company in this business is gradually condensing the number of its premium certificates issued. The trouble with the scheme is that it necessitates a tremendous outlay, an incredible amount of trouble, and practically pays no profits. Moreover, the majority of those who take advantage of the proposition are those who may be classed among the least valuable of the customers.

It is very probable indeed, that if the progenitors of the premium idea had known as much at the first as they do now, the system would never have been started. As a matter of fact, cigars, cigarettes and tobacco sell themselves more readily than perhaps any of the commodities with which trading stamps are usually given, and the birth of the coupon, brought no great increase in consumption.

This being a fact, the death of the coupon will be followed by no material decrease. The consumer is pretty nearly ready for it. He is getting a little tired of the idea, and the vagaries of a number of the trading stamp companies have helped him to change his mind. The sudden removals and dissolutions and evasions have made him rather intolerant of the whole premium scheme, although

(Concluded on page 7)

Sulzberger-Oppenheimer Co.

(Limited)

Cigar Manufacturers

Broad & Noble Sts.

Philadelphia

IF YOU WANT to be in HAVANA

Smoke CAMELA 5c. Cigars

MADE BY

HENRY HEYMANN'S SONS

Office, No. 614 Betz Building, Philadelphia.

JOSEPH HOLLARD & SONS,

Makers of

Hollard's Premiers,

Franklin Club,

Luxury,

and NUMEROUS PRIVATE BRANDS.

Seal Cigar Factory,

2203 South Street, Philadelphia.

Hollard's

F. V. ESHLEMAN,

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MAKER OF

HAVANA CIGARS

A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

IN your desire to have a spick and span store, don't have things so neat that you are afraid to disturb anything to find a customer what he wants. There is nothing disgusts a man so much as an appearance of impatience on the part of the clerk. Nothing makes him mad so quick, and nothing is so likely to keep him out of your store forever afterward.

The writer has stood in cigar stores where a clerk has dragged down a dozen or two boxes and spread them out all over the counter, in order to help a man to spend a dime. After the man had gone out, the clerk patiently replaced everything and said never a word. Somebody else did say something.

"Well," said the clerk, in explanation, "that man buys every cigar he smokes right in this store, and I know he sends a lot of other people here. I admit he's a good deal of trouble, and I understand that he tried about fifty other stores before he hit us. But he's a satisfied crank, and they're valuable customers, for their very crankiness is likely to cause them to advertise widely a place that hits their fancy."

A dealer cannot be too careful how his stock looks. He can't be too finicky as to dust, dirt or untidiness, and he wants to drill his clerks in this respect, until it becomes second nature to them to follow out his ideas.

But in doing this he has to guard against the danger of defeating his own purpose. The clerk may become all that could be desired in the matter of neatness, but may get so he fairly hates to disturb anything no matter for how short a time, and though he may not mean to let it do so, this is very apt to crop out in his manner of treating a difficult customer.

Most smokers have a favorite cigar store where they feel at home and where their tastes are understood and promptly suited. When such men enter a strange store, if they are at all particular about their smoking, and most men are, they don't feel at home, and at once assume an attitude of defense. They are afraid they aren't going to get just what they want, and they keep the clerk busy handing out boxes.

If this is done unwillingly, or the man behind the counter exhibits (unconsciously perhaps) the slightest reluctance or impatience, the customer at once puts the store down on his black list. On the contrary, if the new customer is made much of, he is likely to get the idea that it might not be a bad thing to switch stores for a while and so enjoy the extra attention which comes to a customer who cannot be counted among the regular ones.

There was one instance the writer knew of which worked out this way quite lately. It was in Philadelphia, and during the time when every day brought two or three sudden showers. A certain business man was overtaken by one of these not a great way from his office and stopped in a cigar store. This store was only a block from the place where the man had been accustomed to buy all his cigars.

The proprietor of the store made some remark about the uncertainty of the weather, and said pleasantly that he was glad to extend shelter. The business man replied in kind, and moved up to the counter to get a cigar. He asked for a certain not very well known brand which he liked, without much expectation of getting it, but he was promptly supplied, and even offered a new size in the brand which he hadn't seen before.

This started him telling why he preferred that particular cigar and a brisk conversation ensued for three or four minutes, or until the rain stopped.

The business man forgot all about the incident until about a week later when the store attracted his attention as he happened to be passing, and he thought he would stop in and buy a couple of cigars more from courtesy than anything else.

He went in and walked to the counter. The man behind smiled pleasantly and reached for the brand he had bought before. When the customer had selected his cigars, the clerk got another box and pushed it on the show case.

"Here is a cigar that we are pretty sure will suit your taste, Mr. Brown," said he. "It has a full flavor, without being too strong, and I think on the average, it will burn a little better than the brand you have been using."

Mr. Brown, who was rather surprised to learn that his name was known, selected one of the cigars, and laid down a quarter. The clerk behind the counter waved it away.

"We want you to smoke this on us," he said, "because we're after your opinion."

This also sounded good to the customer, and that night he smoked the cigar with much critical enjoyment. And of course he had to step into the store to tell them what he thought of the cigar, and he took occasion to buy some of them while there, and hardly knowing how it happened, he found himself going to that store exclusively for his cigars. Naturally, by the same rule, some other store may wean him away from this one sometime, but they have got to be pretty foxy to do it, and the chances are that the enterprising dealer will have evolved a better scheme to hold his customer.

• • •

WHEN a strange salesman comes into your store and tries to sell you a new brand, treat him courteously, even if you can't buy anything of him. He is trying to earn his living just as you are, and he has a right to the civility of one gentleman to another. At the end of a hard day he'll remember you gratefully.

HOW ABOUT A TURKISH SMOKING PARLOR?

THE consumption of Turkish cigarettes in this country is increasing so rapidly that it is a wonder that more smoking parlors for the public are not opened. Every city of size has a tea room like the English, where the fashionable can stop in at tea time and have their tea and cakes. Why shouldn't there be a place where a man or a couple of men who want to rest for a while or discuss some business matter can do it amid luxurious surroundings and the enjoyment of a pleasant smoke.

New York has some of these rooms and they are well patronized. Philadelphia had one on Walnut street some years ago which was a dismal failure, and the nearest approach at present, is the establishment of Notara Bros. on Chestnut street, which is not really a smoking parlor at all.

The place should be supplied with Turkish furnishings exclusively and should be shrouded in the Oriental half gloom which lends much of its fascination to it. Properly advertised, such places should pay in every city. When a man got used to turning abruptly from the hot, steaming streets, into a languorous Cairo, there to cuddle up in a corner, smoke fine cigarettes and drink the rich Turkish coffee while chatting with a friend, he would become a very frequent customer, and as the scheme would not be intended to appeal to any but men with money in their pockets, the prices which the proprietors would be able to charge for their cigarettes and coffee would make the place pay. The water pipe might also be included in the list of refreshments. In New York, the Bohemian atmosphere of these places has been their greatest drawing card.

DO YOU LIVE IN YOUR STORE?

A CUSTOMER was chatting with the proprietor of a certain Philadelphia cigar store during a dull hour the other night and took occasion to remark on the fine and harmonious furnishings of the place.

"Why one might think you were furnishing your best room at home," said the customer. "You've certainly taken a lot of trouble, and from things I've heard myself I know your customers appreciate what you've done for them."

"I haven't done anything for them," said the dealer. "Not a darn thing. Of course I like them to have the advantage of it, but I've done this all for myself. I'm in this place from twelve to fourteen hours every day of my life, so this is really more my home than where I sleep, for I don't see anything much there. I woke up to that fact some time ago, and I made up my mind I was going to have a pleasant home. I called in the decorators and spent a whole lot more money than I would otherwise have felt justified in doing. And this is pretty near good enough for any white man," he added, as he looked proudly around.

DARK HAIRED CLERKS THE MOST VALUABLE.

"IF I was going to open another store and had to hire clerks for it, I'd get men that were just as swarthy as I could find," said a retired cigar dealer, the other day, who had formerly conducted large stores in more than one city.

"Why? Well, I'll tell you. I believe they can sell a whole lot more goods, and with more satisfactory results. Have you ever been approached by one of those dark, mysterious, romantic looking chaps, who snap their eyes around on all sides to see if anyone is looking, like the villain on the stage, and then propose to sell you smuggled cigars at a small price? You know the cigar will be made of cheap domestic filler with a dark wrapper, although the sample he gives you to smoke will be all right, and if you buy of him, you will pay about half again what the goods are worth.

"You don't see the connection between this and dark haired clerks. It's this. If these pseudo smugglers looked like light haired college boys they wouldn't make a sale. You wouldn't even listen to them. But when this foreign looking individual with his piercing black eyes, and little mustache glides up, suggesting all sorts of possibilities, you are hypnotized right away.

"Just so with the retail clerk that looks something like a Cuban or Spaniard. A Cuban is popularly supposed to know all there is to know about tobacco, and I am pretty sure that the lay mind believes that no Cuban would demean himself by handling anything but the finest cigars.

"Consequently, when a customer is waited on by a man who looks as if he might have come from the land of tobacco and who handles the stock with a fine contempt, born of supposed lifelong familiarity the customer is pretty sure to be pleased with whatever he gets, and to accept the advice of the clerk as law.

"This may sound like hot air, but it's gospel truth in my own experience. When a light haired and dark haired clerk were in the same store, practically every customer who could selected the latter.

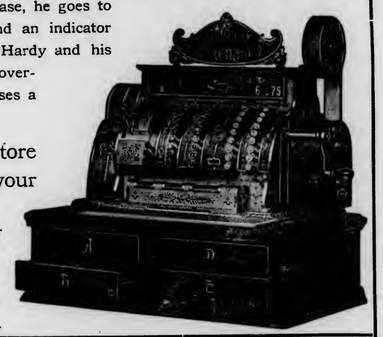
"Why didn't I hire Cubans as clerks? I'll tell you why. I don't think you could get many Cubans who could stand the wear and tear on their nerves. The American is inordinately fond of what we call kidding or jollying, and when he gets to like a clerk a little, he will hand out an installment of jolly every time he comes in the store. The average Cuban, or in fact any foreigner, would not understand this, and I don't think he would take very kindly to it. The American puts up with it, because he feels that way himself."

WALK by your store on the other side of the street once in a while and see how it looks to you. Try to put yourself in the place of the casual passer-by and see if the place attracts you.

A customer who always pays cash for her purchases gave the following reason for preferring to trade with a merchant who uses a National Cash Register:

"I trade with Mr. Hardy because mistakes are seldom made in handling cash purchases. When I make a purchase a National Cash Register shows me the amount I have paid for the article and I know it is correct.

"If I hand a clerk a dollar to pay for a 25-cent purchase, he goes to the cash register in order to make change. A bell rings and an indicator shows that the amount of my purchase was 25 cents. Mr. Hardy and his clerks handle all cash sales in the same way. I am never overcharged. It is a pleasure to trade with a merchant who uses a complete system."



With a National Cash Register in your store you are equipped to handle the business of your customers to their perfect satisfaction.

A National Cash Register pays for itself in the time we give you for payment.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

*I own a*_____. *Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

Name

Address

No. Clerks

Please Mention The Tobacco World

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

he knows that the tobacco premium companies are substantial concerns and that he will get the advertised returns for his certificates.

But after a wilfully blind belief of long duration that companies actually exist for the sole purpose of presenting the general public with something for nothing, the consumer is reasoning a little, and is reaching the point where he believes he would just about as lief pay for what he gets, and feel that he is buying his money's worth.

When a merchant sets a price on his goods, he is supposed to give as good value for the price named as he can afford. That is as much as can be expected of him. Consequently, if he suddenly offers a bonus on this price, unless the goods have not been selling at all, it stands to reason that this bonus will be taken out of the consumer somewhere. The merchant is not, and very much not, in business for his health.

The argument is made, and in some respects it is a fair one, that this bonus increases sales to such an extent, that though the profit is reduced, the aggregate is satisfactory. This may be true in some instances, but in the case of the trading stamps, the merchants who use them usually do so because they are practically forced to by the methods of the trading stamp companies, while in the cigar and tobacco business, the consumption is not so mercurial as to fluctuate greatly on account of premiums.

If a certain article has been selling at a fixed price, an article which has already gained a steady patronage, and the consumer discovers one day that his purchase is accompanied by a certificate supposedly worth ten per cent of the face value of his purchase, he naturally wonders why he gets it. It is announced as a free gift, one which really takes nothing from the quality of the goods. But it must be charged up on the manufacturer's books somewhere. Where do you think is the most likely place?

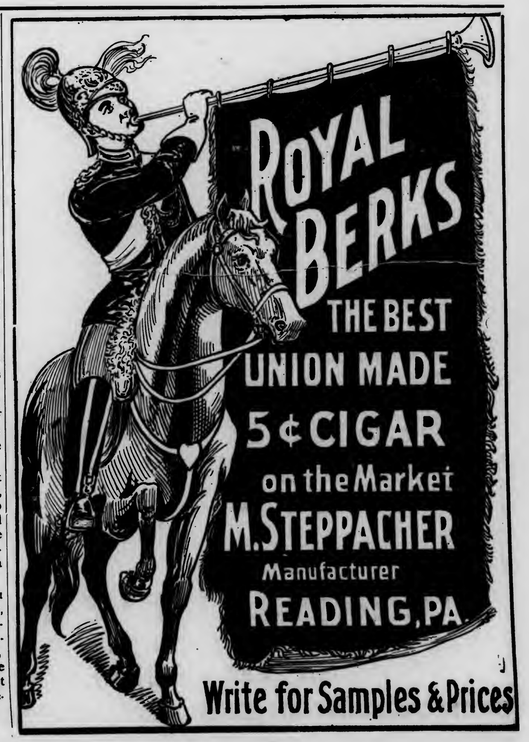
Now, on the other hand. Suppose the article in question has not been selling but is new on the market, and with it is issued the free certificate. It is pretty hard for the consumer who reasons it out, to believe that the manufacturer made no allowance for his premiums when he prepared his article.

In either case, we will admit that the consumer gets his money's worth. But he get no more than his money's worth, and though it has taken a long time, as I say, I believe he would rather have his money's worth in tobacco or cigars minus the extras; and as soon as he can be convinced that the elimination of the coupon does not mean the deliberate filching of his ten per cent back again, with no change in quality, he will welcome the return of the old system.

But in convincing the consumer that he will receive ten per cent better quality, the manufacturer will virtually have to admit that the quality of his goods had been reduced that much. That is, he would be obliged to make such an admission, if the consumer was much of a reasoning animal.

Fortunately he isn't, and as I told you before, tobacco sells itself so readily, that when the coupon is wiped out of existence, the consumer will keep on planking down his little nickel, just the same, and he'll take what he gets. And the manufacturers will be mighty glad to get rid of the whole cumbersome, trouble-system of premiums.

THE OLD SALESMAN.



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IMPORTERS OF

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

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J. U. FEHR & SON,
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Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

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In Quantities to Suit Purchasers.
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Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

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Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

BUSINESS IN HAVANA FAIR, CONSIDERING THE SEASON.

American Tobacco Co. Still Buying Heavily of Old Vuelta and Partido Wrappers. Northern Buyers Who Arrived Late Were Disappointed with Stock of Tobacco Left in the Market.

[Special Correspondence of The Tobacco World.]

HAVANA, May 15, 1905.

A superficial glance at the Havana market would give the impression that it was dull, but upon closer investigation it turns out that notwithstanding the few Northern buyers in town, there has been quite a fair business done considering that this is the season of the "dol drums."

The trust has again been the heaviest buyer of old Vueltas and some new Partido wrappers, while the American buyers and export houses have been credited with purchases amounting to about one-half of all the transactions completed last week.

One of the United States buyers who left today openly confessed, however, that he was greatly disappointed in having come down here so late in the season, as with the exception of a few good vegas which were held way above the ruling prices in the North, the remnants of the old crop now lying unsold were unsuitable for the American market.

This seems a rather harsh criticism, and while it is undoubtedly true that the cream of the 1904 crop has been skimmed off long ago, there is some tobacco left, which, if it will not suit one party may find favor in the eyes of somebody else. As a matter of fact, it seems that no matter how poor a vega of tobacco may be, it nevertheless finds a buyer ultimately, and that therefore, it is really only a question of price.

Certain desirable styles and classes here have without doubt disappeared and anybody coming here and expecting to find them will naturally be sorely disappointed.

The best judges in speaking about the new crop say that it is impossible to give a true and correct opinion of the 1905 crop, until they have seen more of the incoming receipts from the Vuelta Abajo and Partido sections, and until the latter have passed the fermentation in the bales. There are types of this year's growth which promise to be very fine in open grain, colors and of a fine aroma, but on the other hand there are some vegas of a ranker character with yellow leaves which may or may not be acceptable later on.

Generally speaking, the Vuelta Abajo crop will not give many light wrappers, and Partidos will have to fill the bill for most of the American manufacturers, but it is claimed by the best authorities that this latter crop is shorter than last year. The less said about Remedios the better it will be for the future, as owing to the dry weather only a few escojidas may open June 1, while most of them may be delayed until the 15th or 20th of that month.

Prices will undoubtedly rule high, as the farmer insisted upon higher prices and got them. The new tobacco is mostly entering into a heavy fermentation and this is considered a good sign.

Sales

amounted to 3,235 bales, in all divided into 2,278 of Vuelta Abajo, 247 of Partido, and 710 bales of Remedios. For the American market 1,640 bales were purchased, and the local manufacturers of cigars and cigarettes supplied themselves with 1,595 bales.

Buyers Come and Go.

Arrivals:—Emil Auerbach, of S. Auerbach & Co., Antonio Rocha, of Antonio Rocha, New York; John Wardlow, of the Ruy Lopez Cigar Co., Key West.

Departures—John Wardlow, for Key West; B. Lichtenstein, for New York; Antonio J. Rivero, via New York, for Europe.

Havana Cigar Manufacturers

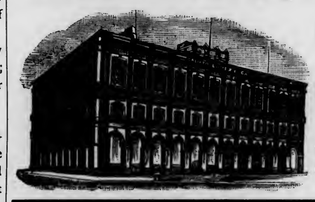
Business in general is quiet and although some independent factories have received better orders last week from all quarters, upon which they had not counted at all, it is still too early to look for any improvement worth speaking about.

There are lots of rumors about the trust, but there is no need to repeat them when perhaps in a short time some actual facts may become known which will let daylight into the workings of the would be monopolizers of the Havana cigar and cigarette industry. Let the smokers of imported cigars impartially compare the products of the trust with those of the independent manufacturers, and then take their choice of the cigars they prefer to consume.

H. Upmann & Co. are busy turning out their famous H. Upmann brand, and shipped 400,000 cigars of their own make and other independent factories last week.

Cifuentes, Fernandez & Co., while feeling the dull season like all factories, nevertheless have a fair slate of unfilled

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41. Cable: "Cuetara" HAVANA. CUBA.

JOSE F. IRIBARREN,
Packer and Exporter of Havana Leaf Tobacco
Vuelta Abajo and Partidos a Specialty
Dragones 94, HAVANA, CUBA
Special attention paid to tobacco suitable for the American m a

E. A. CÁLVES, & Co. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA
FABRICA DE TABACOS AMAT VICTORIA CURAM LUIS MARX HABANA
SOL and LUIS MARX
Consulado 91, HAVANA.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA
Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
83a Amistad St., Habana, Cuba.
Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILENA. Habana

Bruno Diaz B. DIAZ & CO. R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

PARTAGAS
Independent Cigar Factory
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
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Proprietors
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Cable: CIFER. Habana, Cuba.

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Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh, La Columnia de la Victoria, La Irma, and La Guipuzcoana.

orders to execute yet for Flor de Tabacos de Partagas & Co.

"Sol" has received lately some pleasing orders from the United States, and soon Behrens & Co. expect to hear how the sample boxes of new cigars have been judged abroad.

Por Larranaga—Don Antonio J. Rivero sailed Saturday by the steamer Mexico, leaving his brother, Don Ricardo, in charge of the factory as manager pro tem. Por Larranaga cigars are always called for from the United States, Great Britain, Germany and South America.

Rabell, Costa, Vales & Co. cannot complain, as Ramon Allones and Cruz Roja keep up activity considering the season. Their brand Amor en Sueno is a good seller in Boston and is constantly ordered. J. Vales & Co.'s cigarettes, La Eminencia, continue as the leading brand in the iland of Cuba and abroad.

Crepusculo in doing a fair enough business, and J. F. Rocha & Co. get their full share of all that is going. In the United States Jefferson is a winning card for any dealer to handle.

Calixto Lopez & Co. are still in receipt of good orders from Germany and fair ones from the United States.

Buying, Selling and Other Notes of Interest.

Don Bernardo Lichtenstein, who left today, purchased about 500 bales of Vuelta Abajo—less than half what he intended to buy, but he complained that the market had been picked over too much, and that for the few remaining good lots the holders' prices were beyond his reach.

Loeb-Nunez Havana Co. sold 390 bales of Remedios and Vuelta Abajo to their customers.

Don Emilio Auerbach has already several hundred bales of Vuelta Abajo, and is trading upon several fair size vegas.

Muniz Hnos. & Co. turned over 280 bales of new Vuelta Abajo, libre de pie Remates, to local and Tampa factories.

John Wardlow, President of the Ruy Lopez Cigar Co., made a flying trip from Key West to look over his previous purchases, and to have a look at some of the receipts of the new crop.

Jorge & P. Castaneda closed out 300 bales of old Vuelta Abajo Colas to local cigarette factories. The new Tumbadero wrappers of their three escojidas are far superior to last year's crop in color, burn, texture and quality

Suarez Hnos. disposed of 200 bales of Vuelta Abajo to Northern customers.

Antonio Suarez sold 200 bales of Vuelta Abajo to a Key West manufaeturer.

Voneiff & Vidal Cruz are doing a fair business. Don Pancho Vidal Cruz is always in the market or in the country buying.

Manuel Suarez & Co, are busy always buying. They are stripping 25 bales of leaf per day, which results in their shipping 100 bags and barrels of booked fillers per week.

Jose F. Rocha made one transaction of 200 bales of Vuelta Abajo to a local manufacturing concern.

S. L. Goldberg e Hijos has just received the first lot of Tumbadero from their Alquizar packing.

B. Diaz & Co., turned over 187 bales of new Partido and Vuelta Abajo. Don Bruno Diaz arrived here in good health from New York. They have received some large quantities of new Vuelta Abajo and Partido.

Joaquin Hedesa returned from his trip to the United States and brought along some good orders to be filled.

Rz Bautista & Co, disposed of 100 bales of Vuelta Abajo. They have some very fine Artemisa and Partido wrappers, but will not show them until they have passed the sweat.

Leslie Pantin is busy as usual, having made some good purchases for his customers.

J. M. Garcia & Co. closed one transaction of 130 bales of Vuelta Abajo and Partido to an American buyer.

Sobrinos de A. Gonzalez had a quiet week as far as selling was concerned, but they are busy paying out money for country drafts which means heavy purchases of Vuelta Abajo, Partidos and Remedios. Their receipts from the country of the two former districts are already beginning to be quite heavy.

Jose Menendez sold 100 bales of Vuelta Abajo to city manufacturers.

A. Pazos & Co. have sold some vegas to local factories. Don Avelino is expected here by the end of May.

Gonzalez, Benitez & Co. turned over 100 bales of Vuelta Abajo.

Manuel Lazo has gone to the Vuelta Abajo, supervising his packings and making some new purchases.

Don Sol. G. Salomon has left Mexico and ought to be in New York by this time. He is expected here the latter part of this month.

Sobrinos de Gregorio Palacios.—Don Pablo Hernandez returned from his late trip to the Vuelta Abajo. This firm has already bought 7,000 bales of Vuelta Abajo, 4,000 of which are factory vegas A No. 1 from the "tierra llana," and 3,000 bales of Remates. Their escojidas are at San Luis and Remates de Guane. They will handle no Remedios.

Aixala & Co. are very busy in the country, and have already received good

J. F. ROCHA & CO.
Manufacturers of the Celebrated Brands
S. en C.
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

J. H. CAYRO & SON
Dealers in Leaf Tobacco
Specialty: Vuelta Abajo and Partido
Warehouse and Office, 92 Dragones Street, HAVANA, CUBA
Cable Address: "JOSECAYRO." Correspondence solicited in English

EVARISTO GARCIA JOSE M. GARCIA JOSE DIAZ
J. M. GARCIA Y CIA.
Almacenistas de Tabaco Partido y Vuelta Abajo
CON VEGAS PROPIAS
San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

CHARLES BOLLSTATTER,
Manufacturer of
∴∴Fine Cigars∴∴
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

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IMPORTERS AND PACKERS OF
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AMSTERDAM, HOLLAND.
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J. SCHOENER. CABLE ADDRESS "TACHUELA"

J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET.
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
NEW YORK.
Cable Address: "HERE"

sized lots from their Tumbadero packing at San Antonio de los Banos. They claim to have been the largest buyers of the legitimate Tumbadero. The tobacco is excellent this year, and Don Jose says that while he is sure he will earn the reputation of having the finest wrappers, on the other hand he does not feel as sure that he will make any money as the prices paid to the farmers were very high and the yield has to be known later on.

A. M. Calzada & Co. have purchased over 35,000 matules of Remedios in the Santa Clara province for their coming packing at Camajuani, which, however, they do not expect to open before June 20. Don Antonio left last night for Camajuani to watch the receipts of the bundles.

J. M. Cayro e Hijo have already received some lots of new tobacco from their several escojidas. The one at Puerte de Golpe is working only leaf from the Rio Hondo section. The other two at La Salud and Santiago de las Vegas are selecting some of the best grown Partido tobacco. The lots so far received from Vuelta Abajo are superfine in quality, texture and aroma, and are entering well in fermentation. The Partido wrappers are light in colors, good in burn and of a silky character. Don Jose is one of the self-made men, working his way up from the bench, and when he started in 1881, he had a capital of only $90 to commence with. This shows that hard work, capability, honesty and frugal living are bound to bring success in the end. Don Jose's son, Don Antero, is a great help to his father.

Jose F. Iribarren is a young man and a new comer in the field of almaconistas here, and he has yet to win his laurels. However, as he has capital, friends, who promised him a show when he saw them in the North, and is willing to work hard and intelligently, he ought to meet with success. He has just started to buy of the Tumbadero section between San Antonio de los Banos, Guira de Melena and Aliquizar, and has been receiving the matules at his warehouse, Dragones No. 94, where he intends to make his escojida. The matules when unloaded showed some beautiful, light, clean colors, and the leaf was of a silky nature.

Receipts From the Country

	Week Ending May 13. Bales	Since Jan. 1. Bales
Vuelta Abajo	2,261	15,559
Semi Vuelta	251	1,438
Partido	851	3,620
Matanzas	2	13
S. Clara & Remedios	137	9,011
Santiago de Cuba	—	4,633
Total	3,902	34,274

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, May 22, 1905.

The consumer is in high feather in this town just now, for if he chooses to go shopping, he can get his smoking and chewing cheaper than ever before. An out-of-town manufacturer who took a trip around the town last week with an eye out for cigar stores came back to his starting point with a decided case of blues.

"I don't see how anybody in this business outside of the American Tobacco Co. is going to make a cent," he moaned. "It looks to me as if every retailer in the business has gone crazy with cutting. Eight out of every ten stores I passed seemed to be nothing but big bargain counters. Why do they do it? The consumer spends his money freely in this city. They could get the prices."

It was gently explained to him that competition was at white heat in the metropolis just now, and that all dealers except those whose trade is firmly established believe it neaessary to make extraordinary inducements. Whatever the reason, there are some astonishing cuts to be seen advertised in the windows of some of the stores both in Manhattan and Brooklyn, and it is not easy to see how the dealers do it. When goods are cut in a department store, it is usual to make some other department pay the freight, but this cannot very well be done in a cigar store.

These methods are bringing business all right, but it is a question of how valuable it is. Goods are moving very freely in New York and with the present nice weather, sales should continue good right along.

• • •

Manufacturers are in a fairly amiable frame of mind, and while there is little doubt that they would be able to handle more orders, their factories are comfortably busy with no signs of a moderation. A great many goods are going West, and road men who are fortunate enough to have territory in that section are making the fattest returns. Missionary work is pretty extensively carried on here in the city by a nnmber of manufacturers, and two or three new brands in particular, lately put on the market, are going well.

• • •

Probably the least really active branch of the business last week was the leaf market, in which there was demand enough for certain varieties, but nothing in hand to satisfy them. For instance there are a lot of manufacturers who need old Pennsylvania filler and are unable to find it. There was some sale in 1904 Connecticut Havana seed at good prices. Very little was doing in Havana, and no dealer can be found who believes that prices will moderate. Apparently nothing can be expected from Havana. It is believed that there will soon be more doing on the new Sumatra, the market being pretty well emptied of old stocks.

Judge Wallace, of the United States Circuit Court, in Albany, issued a writ of habeas corpus in behalf of Edwin F. Hale, which is returnable this coming Wednesday on which day argument will be held by Judge Wallace, in the United States Circuit Court in this city. Mr. Hale is the man who created a mild sensation in the trade by refusing to answer questions put to him by the Federal Grand Jury, in its efforts to find out things about the American Tobacco Co. and the McAndrew & Forbes Co., the latter of which Mr. Hale is secretary.

The trade is still talking about this investigation, but there are plenty of prophets who do not hesitate to predict that the whole matter will come to naught.

"They're simply stalling," say some of the seers, "and what little gunplay we have, will be made with blank cartridges." There is no doubt that agents of the government have been around in more cities than New York asking questions, but how successful they have been in gathering evidence, and what will be done with what they have gathered, remains to be seen.

• • •

The Board of Directors of the Cayey-Caguas Tobacco Co., at its recent meeting voted to double the capital stock of the company, and in every way enlarge the business of the concern. This action was practically forced on the officers as a result of greatly increased business.

The Retail Cigar and Tobacco Dealers' Association of this city will hold its regular semi-annual meeting tomorrow night at the headquarters on Third avenue. The routine business has been set aside for the occasion, and an enjoyable entertainment will be provided.

One of the nicest stores in the city, is the new one of A. Schulte, at Broadway and Cordtland street, in which the clerks are already kept quite busy. In opening a new place, the Schulte people are able to take advantage of their reputation for fair dealing, and it is by no means like starting a new enterprise. The present store was one of the pioneer stands of the United Cigar Stores Co., and it is stocked with a full line of all the goods that are to be found in the other Schulte stores. The stand will catch considerable transient and suburban trade.

The New York Cigarette Machine Co. is the name of a new concern which has been organized for the purpose of starting on the market a new scheme of putting cork tips on cigarettes by machine instead of hand, as has been the case heretofore. Although the firm is new, it is formed of old acquaintances, the incorporators being Sam H. Harris, Charles A. Drucklieb and John W. Surbrug. The method is said to save much time and expense.

Mr. Surbrug, of the Surbrug Co. mentioned above, leaves today for an extensive trip through the West, during which his firm will hear from his substantially more than once.

The real estate department of the United Cigar Stores Co. is inclined to work overtime these days. They have just put through two big deals which will enable the company to get its shield and name up on as many more important addresses. These deals take in the Knox building at the corner of Broadway and Fulton street and the building at the northwest corner of Park Place and Broadway, and it is said that the leases have been taken for a long period. Both buildings will provide good stores. The United Cigar Stores Co. will hold its annual meeting next Friday in Jersey City.

A new cigar will soon be put on the market by Simon Batt & Co., and Mr. Batt has used the firm name for a label, as the cigar will be called the Simbatco. The product will be a clear Havana, and will sell at varied prices for its different grades.

The Waldorf-Astoria Co. has been making itself more poplar than ever by the distribution of a handsome leather match book, the contents of which the company offers to replenish as often as needed.

A. Daussa, of L. Daussa & Co., is making a business trip through the Middle West for his house.

Ricardo Gonzalez, of Gonzalez & Caras, is in Havana for a few days looking after some business for his firm.

John H. Goetze, of J. H. Goetze & Co., who has been buying Sumatra at the inscriptions in Holland, will reach New York on the Kronprinz Wilhelm which is due here on tomorrow.

• • •

H. Weil, President of the David Weil Sons Co., 14 and 16 Lispenard street, New York, sailed last week on the "Grosser Kurfuerst," for a two or three months absence in Europe. Mr. Weil was accompanied by his family.

The company of which he is President, does lithographing and embossing, as well as manufacturing folding boxes. The cigar label department is complete in every respect and many of the most attractive and best known labels emanate from this plant. The company is ably represented in Pennsylvania by William W. Reynolds who has made hosts of friends among the trade in the Keystone State.

• • •

The American Tobacco Company has declared the regular quarterly dividend of 2½ per cent on its common stock, payable June 1. Books closed April 19 and will reopen June 2.

BIG PLANT FOR LOUISVILLE.

British Trust Has Bought Site on Which they will Shortly Build.

Louisville, Ky., May 19.

The Imperial Tobacco Co., through its local representative, has bought and paid $7,500 for a lot in the eastern portion of the city, on which they will erect a plant costing from $50,000 to $75,000. This is one of the largest and strongest tobacco trusts in the world, being in reality the British government, and they selected this city as the location of this enormous plant after carefully considering several other places. This plant will handle millions of pounds of tobacco each year, and will give employment to over a hundred people, besides the several buyers who will be employed to ride through the country making purchases of the crops.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
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JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 98

M. F. SCHNEIDER
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Established 1840. Cable "Hensil."
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American Tobacco Co.
Makers of the Famous
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Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

G. H. SACHS
Manufacturer of
Best Grade
Seed and Havana
Hand-Made CIGARS
245 NORTH CONCORD ST.,
Lancaster, Pa.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

TOBACCOS THAT SELL.
"DARK HORSE"—The fruit flavored scrap chewing.
"SILVER MOON"—The best granulated smoking for either pipe or cigarette. The smoke for the man who knows.
"BLACK THREADS"—The finest heavy long cut smoking manufactured.
"SUN TIME"—A long cut smoking that always gives satisfaction.
"RED SETTER"—The natural leaf scrap smoking.
"SCOUT" and "OLE VIRGINY"—Good grades of granulated smoking.
UNION MADE
UNIVERSAL COUPONS packed in each package for the consumer. Also FIVE UNIVERSAL COUPONS in each carton of "DARK HORSE," "SILVER MOON," and "BLACK THREADS," for the retailer.
Write us for samples and prices.
THE GEM CITY TOBACCO CO., DAYTON, OHIO.

PITTSBURG STOGIES
PITTSBURG STOGIES
East Jefferson Little Prince
Pan American
S. SMITH & SON,
MANUFACTURERS
112-14-16 East Jefferson Street,
ALLEGHENY, PA.
PITTSBURG STOGIES
PITTSBURG STOGIES

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.
DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

AMERICAN TOBACCO CO. WINS IN MASSACHUSETTS.

Appealed Case of Continental Co.'s Agent, Convicted in Lower Court of Using Illegal Methods to Restrict Trade, is Reversed by Supreme Court Which Declares Such Methods Proper.

Boston, Mass., May 21.

The Supreme Court has reversed the lower court in its finding for the Commonwealth, in the case of Abe Strauss, representative of the Continental Tobacco Co., of New York, who was charged with having employed unlawful methods to secure the exclusive sale of his company's goods by the plaintiff tobacco firms.

The first finding was against the defendant, and the case was carried up on exceptions. Strauss has now been declared not guilty.

The case was heard before Judge Lawton, in the Plymouth county session of the Supreme Court, and was decided in favor of the Commonwealth.

Five counts were brought against Strauss under Section 1, Chapter 56, of the Revised Statutes, which says:

"A person, firm, corporation or association of persons doing business in this Commonwealth shall not make it a condition of the sale of goods, wares or merchandise that the purchaser shall not sell or deal in the goods, wares or merchandise of any other person, firm, corporation or association of persons; but the provisions of this section shall not prohibit the appointment of agents, or special agents for the sale of, nor the making of contracts for the exclusive sale of goods, wares or merchandise. Whoever as principal or agent violates the provisions of this section shall be punished for the first offense by a fine not less than $50 nor more than $100, and for each succeeding offense not less than $100 nor more than $500, or by imprisonment of not more than one year, or by both fine and imprisonment."

The courts charged that Strauss went to Frank J. Dutsa, E. C. Hall, Scott Edson, Robert F. Owen tobacco dealers of Brockton, Richard J. Carsey, of Bridgewater, and offered them a discount of 2 per cent, with 2 off, and at the end of a year a further discount of 6 per cent if they would handle no other plug tobacco than that dealt in by his firm.

Judge Lawton said in his charge: "If upon all the evidence you are satisfied the defendant, acting for the Continental Tobacco Company, offered his tobacco for sale to persons or concerns upon more favorable terms, if such person or concern should not sell or deal in plug tobacco made by any other firm or corporation, it would be your duty to find the defendant guilty," and guilty the jury found him.

Strauss appealed and in the decision handed down by Chief Justice Knowlton his appeal was sustained.

After stating that the purpose of the statute is to prevent unfair competition to establish a monopoly, but that it gives the right to make proper contracts for the advance of one's own interest, the full bench decision goes on to say, "There is a great difference between saying you cannot buy my goods except upon the condition you will not sell goods obtained from others. If you sell goods manufactured by others you cannot have any of mine, and saying, I am ready to sell you my goods freely and you may sell goods of others as much as you choose, but I will make you a reasonable offer as an inducement to increase the sale of my goods and I will give you a discount to sell mine exclusively."

Chief Justice Knowlton then found for the defendant.

BEN ALI.

SLOT MACHINE KING.

"Automatic Cigar Salesman" Trust on Foot in Des Moines.

Des Moines, Ia., May 22.

The slot machine question is likely soon to come to an issue in this city, and cigar dealers are greatly interested to know whether these trade-bringers will survive the investigation which Mayor Mattern declares he will undertake in the matter.

Within a comparatively few days, a large number of slot machines labeled "automatic cigar salesmen" have appeared in suburban stores. These machines are manufactured by the Mills Novelty Manufacturing company and on each of them is the following label: "This machine is the property of Gus Gutfreund."

The machines are equipped with three disks on which numbers appear from naught to nine and which revolve when a nickle is dropped in the slot. The odd combinations pay and the even combination are blanks. There are prizes of one cigar for a majority of the combinations, of three cigars for three combinations and of twenty cigars where the numbers total twenty-seven. The payments are in trade only in 5 cent cigars.

Gus Gutfreund is a cigar dealer at West Fifth and Locust and he has a very ambitious scheme mapped out. He has put in all the machines so far and makes the statement that he has the exclusive agency for Des Moines and that he will sell the machines for $25 apiece, but would prefer to put them in on commission.

Gutfreund's proposal is that he is to take as his bit, every seventh nickle played into the machines. The machine is equipped with an automatic adding device that indicates the number of nickles played in the machine, and his representative calls each day, reads the record, gives a receipt indicating its condition and takes out every seventh nickle.

Mayor Mattern was told about this sudden and wholesale arrival of the cigar machines and said that he had not before heard of them, but would make an investigation without delay.

"I don't know what they are and cannot express an opinion on them," said he. "I am opposed to slot machines that are gambling devices and if these are such, they will have to suffer."

—Efforts to organize the Havana cigarmakers have met with poor success, the lack of harmony between the Cuban and Spanish elements being the chief cause. The better class of Havana manufacturers now use Vuelta Abajo tobacco exclusively for their American trade.

LA FLOR
De
SANTA CLARA
Highest Grade
Five-Cent Cigar
DIPLOMATICO and PERFECTO SHAPES
Manufactured by
***The* Johns-Brash Cigar Co.**
Main Office, LANCASTER, PA.
EDW. M. BRASH,
Sec'y & Treas.

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"
It's Full of Havana. That's Enough for 5 Cents.
Correspondence Invited. Samples on Application.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases
Labels, Edgings and Ribbons
Cigar Manufacturers' Supplies of all Kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market Street, Lancaster, Pa.

Established 1881 Incorporated 1902

THE

TOBACCO WORLD

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PHILADELPHIA, MAY 24, 1905.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

THE AMERICAN TOBACCO CO. WINS.

The American Tobacco Co. has in Massachusetts gained what may be regarded as a signal victory. By virtue of the Supreme Court, the company's agents can now go to a jobber and "induce" him to throw out independent goods. If he doesn't want to do it, the agent can hold on to his inducement and it is hardly necessary to explain the result of such an action as that.

As told fully in our news columns, the case was the suit of the Commonwealth against Abe Strauss, an accredited agent of the Continental Tobacco Co., when that company existed under a separate name, who was convicted in a lower court of offering discounts to jobbers in return for the exclusive handling of the company's goods, which Judge Lawton charged was flatly against Section 1, Chapter 56, of the Revised Statutes which states that no person, firm or corporation shall make it a condition of the sale of their goods that the purchaser shall not deal in the goods of any other firm, person or corporation.

The jury found Strauss guilty, and there was much rejoicing among the Massachusetts jobbers. So important did the victory seem that independents in others States began to think about framing a similar law and having it passed.

But of course the American Tobacco Co. carried the case up on exceptions and it got into the Supreme Court. The appeal was sustained on the ground that a company had a right to offer an inducement in the way of a discount, to a customer who was willing to discriminate against other goods.

In his decision the learned judge does not admit that the company can deliberately refuse to sell its goods to any customer who will not promise to disregard rival goods, but he says the company can say: "You may sell goods to others as much as you choose, but I will make you a reasonable offer as an inducement to increase the sale of my goods, and I will give you a discount to sell mine exclusively."

This sounds very plausible and apparently permits no more liberty than is consistent with a competitive business. Unfortunately, however, the court did not touch the crux of the matter at all.

If A is a manufacturer controlling a large number of goods in imperative demand which go to the consumer at a fixed price say of ten cents, and A goes to B, a customer, and offers his goods for $1.25 a dozen, B will throw up his hands and promptly refuse to lose five cents on every dozen.

Then A explains that the goods really do not cost that much, as there is a discount which will bring the price down to a dollar. "We offer this discount as an inducement to customers who think enough of us to decline to handle rival goods," says A.

B has his own customers to consider, who are not dealing with him for sentimental reasons, and he has to have the goods. He can't put the price up to his customer, for there is a man down the street who by virtue of his discount is selling at regular prices. B consents. There has been no threat, and no actual restriction; but in order to live B must get that discount in whatever way he can.

The Superior Court of Massachusetts did not attempt to deal with this phase of the question, consequently the complaining jobbers are worse off than they were before they started, for now the American Tobacco Co. can transact its business, happy in the knowledge that its methods have passed through legal fire and escaped unharmed.

ONE MORE "SUBSTITUTE."

Still another "something to smoke," and this also is supposed to be a pleasant and harmless substitute for tobacco, but like all other substitute; heretofore, it won't amount to shucks. The proposition is described as follows in the London Lancet:

In Debember last A. W. Martin, the medical officer of health of Gorton, recommended the smoking of dried chrysanthemum petals as a pleasant and harmless substitute for tobacco. Perhaps he thought that it would be a gentle mode of warning those in danger of becoming slaves to the pipe, or providing a pleasant substitute for those with whom tobacco did not agree. But a case has been reported of unlooked for improvement, attributed to chrysanthemum smoking, in a person who had been a victim for fifteen years of frequent and violent epileptic fits, due to chronic dyspepsia. He smoked his first pipe on January 1, and began at once to improve, so that now he is able to take his half-hour's walk without a stick instead of being afraid to cross a space of nine feet with it. He can get six nights rest out of seven instead of one out of four, and can even attend church.

However sceptical any one may be as to the cause of the improvement, and however mindful of post hoc propter hoc, the patient is to be congratulated. He adds that the flowers act best when mixed with cascarilla bark, as suggested by Mr. Martin. Should this case attain much publicity there will soon be a run on chrysanthemum blooms.

In view of this it seems fairly likely that the smoking of geraniums might be good for ingrowing toe nails.

Philadelphia Tobacco Trade.

Here and There With the Retailers

Once more in reporting on business for the week, the retailers have been obliged to call in that overworked word "fair." With the majority of dealers the box trade does not appear to be very good, but there is not great complaint on the rest of the business. Curiously, the miserable weather which lasted nearly all last week did not seem to have had much of a depressing effect on sales, some dealers even going so far as to say they believed their business to have been better.

"My box trade is always better in bad weather," said one Market street retailer. "When the skies are clear and the day inviting, a man will come in, buy a couple of cigars and chase right out. "When its unpleasant outside, he's likely to stay a while, and it isn't long before we've sold him a box."

It doesn't work out that way with some dealers, however, who have no use for bad weather.

J. M. Cooling, who has a nice store at Emerald and Cumberland streets, is making an attractive display of I. Lewis & Co.'s Golden Eagle brand of little cigars.

T. Fortescue, whose sub-jobbing stand at 1130 North Second street is one of the most up-to-date establishments in that section of the city, reports good business with every prospect of a steady trade throughout the summer.

Saturday specials, sold at 6 for a quarter, are being advertised at Moore's store, at Second and Market streets, by a big placard outside the store. The cigars are sold on Fridays and Saturdays. With the advent of the United Cigar Stores Co.'s new branch on the opposite corner of Second street, competition is very lively in this neighborhood.

A new smoking tobacco on the market that has made an instant hit is Grain plug cut, which sells for ten cents in 1¾ ounce cans. This has moved out rapidly wherever placed and had an especially good sale at I. Lowengrund's stores and George O'Keefe's place on Fourth street. The brand is put up by the Surbrug company in a can with a patent top to regulate the amount of tobacco poured out. The can and advertising cards are in green and white and are very striking.

Joseph E. Tuck has been kept so busy in his Market street store since his return from Los Angeles that he is almost sorry he came back. Mr. Tuck is beginning to get his summer run o transient trade and has no kick on business whatever.

Although The Tobacco World did not know it at the time, the picture of F. B. Robertson, which appeared on the Retailers' page in the last issue, was printed on the day of Mr. Robertson birthday. It is understood that Mr. Robertson has now seen 22 summers and several winters.

With Manufacturers and Jobbers.

The Philadelphia manufacturers all reported good business this week with a steady run of orders. Some concerns are taking on more hands and declare that they are considerably behind in their orders, while nearly everybody is well supplied with work. Business still remains better in the West than elsewhere, and certain manufacturers who have heretofore made no great effort to capture business in this section of the country, are now covering or preparing to cover the field thoroughly. The majority of firms say that goods are moving rather slowly right in town, but there is nothing particularly new in that fact.

T. D. Berry, of the Berry-Suhling Tobacco Co., of Bedford City, Va., who was injured in the frightful railroad wreck near Harrisburg a couple of weeks ago, and was brought to this city, left on Friday for his home. He was in fair condition, considering, but his bad ankle will compell him to go on crutches for some time. Mr. Berry was taken to a hospital in Harrisburg after the accident from which he was brought to this city by J. Harvey McHenry, who made the trip to Harrisburg for that purpose. On reaching this city the injured man was attended to at the German Hospital where he remained until Friday. The ankle will not be of much service for at least two months.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

W. W. Stewart, of the Stewart, Newburger Co., Ltd., was in town during the week and made a call on the trade. Mr. Stewart was in Holland at the Sumatra inscriptions and secured some nice tobacco.

Sheinfeld & Batzofin, the new firm of jobbers at 434 Market street, will be open for business by the first of June. The firm has roomy quarters which are being fixed up in good shape. A specialty will be made of the Henry E Abbey cigar.

Jacob M. Duncan, senior member of the manufacturing firm of Duncan & Moorhead, Inc., 606 Chestnut street, and extremely well known in the trade, died at his home, 2081 North Sixty-third street, early Wednesday morning. He was 69 years old. He had been suffering from serious heart trouble for some time, and the end was not entirely unexpected. The funeral services took place last Saturday. Mr. Duncan is survived by three sisters, one of whom, Mrs. Elizabeth Westerman, he lived with. He had never married.

The firm of Duncan & Moorhead is one of the important ones of the city and does a large business. Mr. Duncan was born in Harrisburg and received his education in that city coming to Philadelphia when he was 17 years old, and entering the office of the Pennsylvania Railroad. In 1860 with Marcellus E. MacDowell he found the firm of MacDowell & Duncan from which he retired about fifteen years later, becoming engaged in the sugar business.

Sometime after this he became interested in a Colorado mining venture founding the firm of Duncan, Matthews & Co., but in 1878 he returned to Philadelphia and associated himself with the cigar business of the Blackwell's Durham Company, for which he made a trip in 1882 encircling the world. He was made secretary of the company in 1883 and retained that office until 1898 when the company was merged into the American Tobacco Co. At that time, with H. Stewart Moorhead, he succeeded to the business of the Blackwell Company and on July 1, 1904, the firm of Duncan & Moorhead was incorporated of which Mr. Duncan became president and Mr. Moorhead vice president.

Mr. Duncan had an extremely wide acquaintance in the business, and on account of his various club and association affiliations, was also well known socially.

Otto Eisenlohr & Bros. advertised in all the Sunday papers for cigarmakers, offering steady work at seven factories. The Cinco is certainly a wonder.

Dempsey & Koch have moved into their new quarters at 255 South Second street, where they are comfortably situated to handle the big Western business which this firm carries.

Teller, Kleinsmith & Co., one of the enterprising young firms of the city are getting into shape for supplying their rapidly growing trade with a high grade of clear Havana and seed goods. Mr. Kleinsmith, the inside manager of the firm, was formerly with John W. Merriam, of New York, while Mr. Teller, who is on the road, is a son of Jacob Teller, of the formerly well known firm of Teller Bros., dealers in leaf tobacco.

The increasing business of A. S. Valentine & Son, has caused the firm to take the first floor of the building which it occupies on Seventh street above Arch, so that the company now occupies the entire large building. The firm does a very large business on its Paul Jones and Betsy Ross brands.

Arthur Hagan & Co. have got their new place all spruced up and are now ready for all comers. The members of this company are well known as hustlers and deserve the growing business which they are enjoying.

It is a little early yet to begin to talk about the tobacco show in Philadelphia. The idea has been in the minds of certain members of the trade almost since the last show was given, but everything is so extremely indefinite that it is just as well not to begin to talk about it at this time. Otherwise the subject will be worn out before anything is actually done. The idea is to make the affair much more complete than the last one.

Vetterlein Bros. are designing a new

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.
We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 Factory No. 20, 9th Dist., Pa.
Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.
Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars

G. W. PARR

Littlestown Pa.

Maker of

High Grade Cigars

and Especially the

"FERNSIDE"

Our Quality Cigar

"It's Full of Havana"
and
Sells for Five Cents

Correspondence invited.
Samples on application.

FAC SIMILE OF LABEL.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

package for their popular Lillipuritanos, little cigars, which will be a decided improvement on the old form. The new style will be out in about a week. The present form of packing the brand is in a paper roll like Cuban cigarettes; the new package will be a box so that the smokes can be carried with no danger of breaking.

It is gossip among the trade that the Penn Tobacco Co. will shortly move to the building at the northeast corner of Sixth and Cherry streets, which building has been acquired by the company. It is thought by some that the company will remove its entire business there, while there is also a report that the place will be used only for storage for a time.

Leaf Dealers' Jottings.

There was a few leaf dealers who declared that the last week was a splendid one for business, but in nearly every case, these dealers were the fortunate ones who had some Pennsylvania broad leaf. There is still an eager hunt for this class of goods, and an almost vain hunt. Prices are so high that the manufacturers are getting along with as small quantities of Havana as they can manage, and the demand for this class of tobacco was not very heavy during the week. There was something doing in Sumatra, but no particular activity. The market will probably be rather dull for some time.

Charles Robinson a salesman for the Amsterdam Sumatra Tobacco Co. has returned from a trip during which he covered the State, and says he did very good business. The house disposed of some good lots of Pennsylvania broad leaf during the week.

Charles Moulter, a well known leaf dealers of Buffalo is in town looking for some good deals, and may be shaken hands with at Jesse S. Batroff's office.

A. H. Reeder, of the Miami Valley Leaf Tobacco Co. was among the callers on the local trade last week.

L. Kruppenbach, leaf dealer, has taken a portion of the building which adjoins his present address, 1642 4, on the north side, and will make good use of the added quarters. Mr. Kruppenbach's business has been crowded for some time, and the change will enable him better to look after his extensive trade.

NEW THEATRICAL CIGAR LABELS.

Wm. Steiner, Sons & Co., well known lithographers, of New York, are getting out some very handsome cigar labels of which they make a specialty, the titles of which are taken from the most popular stage celebrities of the day. Among these are the names and pictures of George M. Cohan, James T. Powers, Alice Fischer and others. Labels of this sort, which are doubtless destined to become popular, can be obtained by communicating with the firm at its offices 116 122 East Fourteenth street.

All Kinds and Sizes
WOOD, PORCELAIN and CLAY

Pipes
Clay Pipes a Specialty
Send for Illustrated Price List
I. SCHILZ-MULLENBACH
Manufacturer and Exporter
HÖHR, (near Coblenz) GERMANY

SPECIAL NOTICE

(12½ cents per 8-point measured line.)

EXPERIENCED MAN IN EVERY department of cigar mannfacturing is open to position as Superintendent or Foreman in first-class factory. Best of reference. Address, FOREMAN, Box 100, care of Tobacco World, Philadelphia. tf

EXPERIENCED CIGAR SALESMAN with large trade in Philadelphia and vicinity, wants line of well made goods from $12 to $60 per 1,000, on commission basis Apply BOX 96, care of The Tobacco World, Philadelphia. 5-24-c

WANTED—SITUATION AS SALESMAN for a reliable Leaf House, carrying a full line. Thoroughly acquainted, and can give best of references. Address Box 107, Ephrata, Pa. 5-24-b

WILL BUY FOR CASH—TOBACCO Tags, Cigar Bands, etc., redeemable by Florodora Tag Co. Address, TAGS, Box 101, care of Tobacco World, Phila. tf

EXPERIENCED CIGAR SALESMAN wants line of stogies on commission basis, as side line. Address Box 94, care of The Tobacco World, Philadelphia. c

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market,
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
of
Baltimore, Md.
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.

JAMES ADAIR,
Successor to ADAIR & REIFF,
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

IRREGULAR PAGINATION

THE TASTE TELLS
QUATILITY
5¢ CIGAR
Yes! it is Different
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.; THE UNITED NEWS CO. PHILA. Genl. Distrib's.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Cable Address: "BUCKY" Arnold's Code No. 8.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

NATIONAL CIGAR CO.
.... OFFICE ....
Heed Building, 1215 Filbert St., Philada.
DISTRIBUTORS FOR
GEO. L. STORM & CO., New York
EL NACIONAL CIGAR CO., Tampa, Clear Havana Cigars
MAKERS OF
CLAYTON'S CHAMPION
Bell Telephone: 44-67A Filbert. GEO. E. CLAYTON, Manager.

A PROGRESSIVE HAVANA TOBACCO FIRM.

J. M. Garcia & Co. are Justly Ranked Among the Most Substantial Leaf Dealers of Cuba.

EVARISTO GARCIA

JOSE DIAZ

J. M. Garcia & Co. is a firm established as Almacenistas (leaf tobacco dealers) in Havana at 126 and 128 San Nicolas street for the last five years, the members of which are Don Evaristo Garcia, J. M. Garcia and Don Jose Diaz. The portraits of the first and the last are reproduced above.

Don Evaristo Garcia began work when he was seventeen years old and is now in the prime of life, being only thirty-seven years of age. He has been a hard worker and a frugal liver.

Don Jose Diaz was the founder of the "Mazzantini" cigar factory, way back in 1886, and which was quite successful until the year 1890, when owing to the McKinley bill, this and a great many of the other cigar factories received their death blow. Don Jose started in to work when he was sixteen years of age and now has the experience of thirty-eight years.

J. M. Garcia, who is at present in Spain, also has one of the largest lithographing establishments in the city of Havana.

The firm of J M. Garcia & Co., has made a speciality of handling only the finest factory vegas of the Vuelta Abajo, but it also works an escojida of Partido leaf at Santiago de las Vegas. They have farms in the Vuelta Abajo which they own and let on shares to their tenants, receiving the product for sale at their warehouse.

Anybody who wishes to purchase fine Vuelta Abajo never fails to see this house, as it has a good reputation of handling the best vegas and is fair in all its dealings, besides being classed among the best judges of tobacco.

INDEPENDENT MANUFACTURERS' ASSOCIATION STRONG.

Secretary Friedlander Says Organization is Purged of all But Stalwarts.

In the campaign which is being urged to better the condition of the independent in the trade in the United States, the Independent Tobacco Manufacturers' Association will take a prominent part and the association now regards itself as in a position to conduct a fight to the finish.

The association is greatly encouraged by the evident intention of the government to suppress the tendency to complete monopoly in the trade and hopes for very important things to happen during the year. Walter J. Friedlander, the energetic secretary of the association, voiced this in an interview with The Tobacco World.

"The results of the investigations which are being undertaken, one by the Department of Justice and the other by the Department of Commerce and Labor," said Mr. Friedlander, "will be at the disposal of the next Congress, when we hope to bring sufficient influence to bear, to have it take some action upon the existing evils of the tobacco business.

Our association has now purged itself of all tobacco manufacturers who are in any way connected with the trust and all those who are averse, in case they should sell the control of, or all of their business, to the trust, to have it generally known.

"While we cannot claim that every independent tobacco manufacturer in the United States is a member of our association, we do guarantee the entire trade that every member is an absolutely independent manufacturer. The quality of our membership is far more important than numbers and though we are anxious to have every independent manufacturer join our association, as much for his benefit as for ours, we will never accept any one who will not sign affidavits and contract of resignation which the present members have.

"We have already had ample proof of the sincerity of President Roosevelt's declaration to give every one a square deal and believe that even the mighty trust will be compelled to desist from its most questionable methods of stifling competition."

THE NEWS IN CINCINNATI.

Business is Fair but Bad Weather Had Some Effect.

Cincinnati, O., May 23.

Offerings were light, amounting to 62 cases at last Saturday's cigar leaf sales at the Front street commission warehouses. The variety was limited to three types—Zimmers, seed leaf and Wisconsins. The Zimmers and binders 34 cases were the best stripped for more than two years, the greater portion selling from 6½@2½c, the latter being the record high price for Zimmers in five years. The quality of 18 cases of seed leaf was about the average, the lot selling from $5.90@$8.60 per 100 pounds. The Wisconsins as usual were poor and mostly stogie stock. Realizations on 10 cases ran from $1.60@$2.90.

The Ezekiel & Bernheim Co. auctioned 125 packages at their warehouse on Main street last Friday. There was a good attendance of buyers and satisfactory prices obtained as follows:

Connecticut wrappers and binders, 19 boxes at $3.30 to $8.

Connecticut broad leaf, 10 boxes at $3.50 to $5.50.

Connecticut wrappers, 26 boxes at $4.50 to $11.25.

New York State. 6 boxes at $3.50 to $4.25.

Spanish, 1 box at $6.25.

Wisconsin binders, 39 boxes at $4.25 to $9.25.

Connecticut shade grown, 11 bales at $5.50 to $39.50.

The sales were different from those held at the commission houses, in that no rejections were allowed.

Retail business the past week suffered to some extent owing to rainy weather on a number of days. Box trade though was fairly good.

The Burley leaf market was a listless affair last week, and average realizations were 30c per 100 pounds lower than during the preceding week.

M. L. Kirkpatrick, manager of the Farmers & Shippers Warehouse Co., is home from a ten days trip to Hot Springs, Ark.

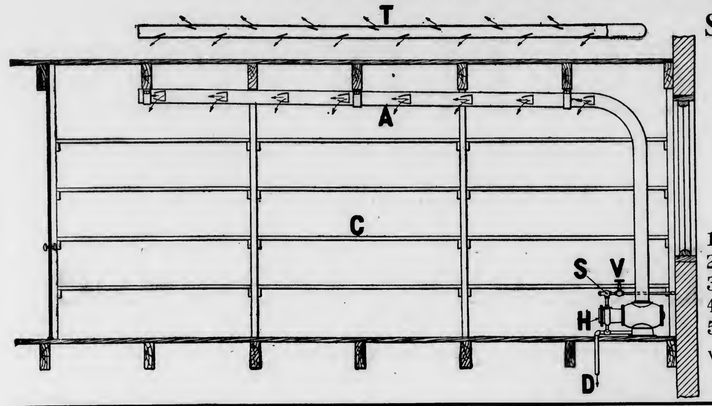
The American Cigarette Machine Co., of this city, with a capitalization of $2,000 has been incorporated by Lewis O. Maddox, James M. Seldon, Thornton M. Himon and E. C. Phelps. They will manufacture a pocket cigarette-making device, with a lead pencil attached.

Several cigar packers left the "open shop" of L. Newberger & Bros., East Eighth street, on the 18th, on account of a wage dispute. Their places were promptly filled and the firm was not inconvenienced.

M. Eisenberg, a prominent leaf dealer, of this city, has the sympathy of the trade in the recent bereavement of his wife who died as the climax of an illness of some duration. BUHRMAN.

FLORODORA COUPONS
FOR SALE
in Lots of
10,000
or More
Address
A. M. HIRST,
134 Underhill Ave., Brooklyn, N. Y.

SCHUTTE & KOERTING COMPANY,
Twelfth and Thompson Sts., Philadelphia, Pa.



SCHUTTE--KOERTING MOIST VENTILATOR,
used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time without deterioration.

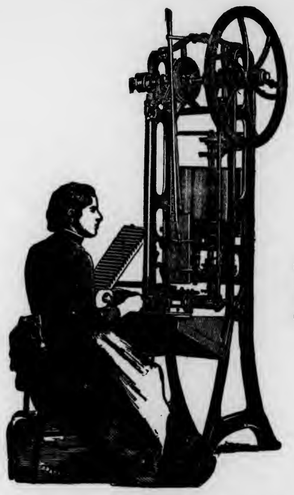
PRINCIPAL FEATURES:
1. Low in Cost.
2. Operated by City Water Pressure.
3. Requires No Attention.
4. No Drip Occurs; Humidity Uniform.
5. No Wear and Tear.

We estimate on Complete Humidifying Plants.
Correspondence Solicited.

5c. THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR 5c.
Manufactured by
H. S. HARTMAN, Lancaster, Pa.
Samples Sent to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

L. S. STAUFFER,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.



The PROGRESS
SHORT FILLER
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

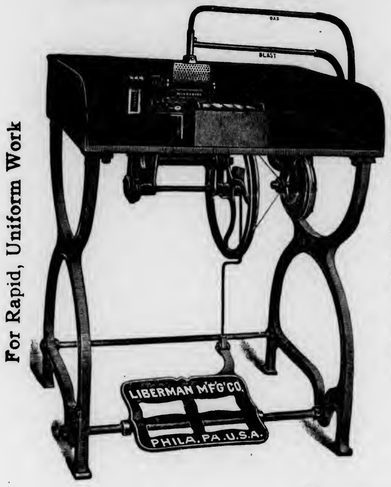
Manufactured by

N. H. BORCFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE



For Rapid, Uniform Work

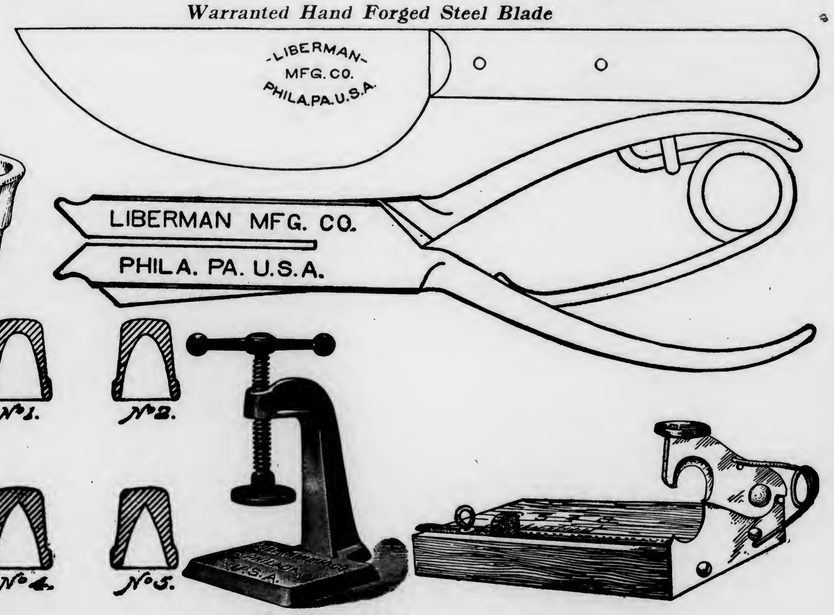
Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade

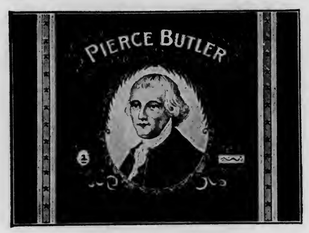


Manufactured by

Liberman Manufacturing Company
240--42 North Third Street, Philadelphia

New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.



W. H. Snyder & Co.
Windsor, Pa.
Manufacturers of Popular Brands of
Fine and Medium Priced
CIGARS
Correspondence Invited with the Wholesale & Jobbing Trade only

D. W. HUBLEY,
Thomasville, Pa.

Manufacturer of
High-Grade
Seed and Havana
CIGARS
Correspondence Invited from Responsible Houses.

F. B. SCHINDLER

Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

A. D. KILLHEFFER
Maker of

High Grade CIGARS
All Fine Workmanship.
Goods Sold Direct to Jobbers and Dealers. Communicate with the Factory. We Can Save You Money.
No Salesmen Employed.
MILLERSVILLE, PA.

READING CIGAR TRADE IS O. K.

A Few Interesting Personals Bunched for Quick Perusal.

Reading, Pa., May 22.

The local cigar trade is in a fairly satisfactory condition in this section. The factory of John H. Witter, Newmanstown and other plants are again more active after a dull period of a few weeks.

W. W. Stewart recently returned from a buying expedition of Amsterdam at the Sumatra inscriptions.

Lengel & Ernst have removed from West Buttonwood street to new factory headquarters at 153 North Third street.

Some of the local and other papers erroneously stated that L. E. Reigel & Son, of J. H. Reigel, cigar manufacturer of this city, had purchased a cigar factory in the West. The facts in the matter are that the owner is Howard W. Reigel, who is not a son of John H. Reigel, and who has purchased the business of the Nusbaum Cigar Co., at Marysville, Mo. Mr. Reigel went West in March after having disposed of his business on Fenn street, of this city, to take charge of this factory and as reports would indicate, has bought the entire business.

There is talk of the erection of two new cigar factories at Gilbertsville, not far from Pottstown, but nothing definite could be learned regarding this.

PICKED FROM THE FIELD IN YORK.

Newsy Notes of What is Doing in the Trade in this Section.

York, Pa., May 22.

There is very little noticeable change in the trade in this section that has occurred since the last report. The manufacturers experienced rather dull business and consequently the leaf dealers are complaining, while none of the box manufacturers have had any rush, which would seem to fully confirm the report of uniform dullness. Most factories, however, are working steadily with a few exceptional ones busy.

George W. McGuigan, of Red Lion, has just returned from a trip to Pittsburg and other points during which he also took in a shooting tournament in which it is rumored, he was one of the successful contestants for a trophy. At any rate George is a good shot and his friends declare he is entitled to a mark of merit of some kind.

S. S. Sechrist and B. A. Horn, of the Porto Rico Cigar Co., were on a short business trip to New York City last week and were rather pleased with their success.

Meyers & Waughtel, cigar manufacturers, of Red Lion, are excavating for a new cigar factory on Lancaster street.

The new Blockinger Cigar Factory is practically finished although Mr. Louis Blochinger, the head of the firm, has been laid up with rheumatism for some weeks past. He is now able to be about again.

LANCASTER MARKET PICKED UP.

The Week Saw a Sudden Activity in Smaller 1904 Packings.

Lancaster, Pa., May 22.

The local leaf market during the past week, much to the surprise of many of the older members of the trade, became suddenly more active and quite a few lots of goods changed hands. The transactions consisted, principally, of purchases of the smaller packings of the 1904 crop, and a few lots of old goods which appeared to have been just lately located.

The cigar trade in this country is at present in an unsatisfactory condition. There appeared to be a general lack of orders with only an occasional factory here and there really busy.

The cigar factory of George Fritsch, of this city, was robbed some days ago of considerable Sumatra tobacco and to say that George, as he is familiarly known here, was "hoppin' mad" is putting it mildly, for on the next night the thieves returned. Fritsch was on the lookout for them with a shot gun already loaded and cocked. What makes him so mad is that they did not tarry long enough to give him a chance to fire the volley which he meant to make disastrous. He is still lying awake at night for another chance to fulfill the promise he has made to some of his friends. In fact it is said he has offered a wager that he could hit the bull's eye if he was again put to the test.

L. D. Zugschmidt, representing the American Stogie Co., of New York, was recently visiting the local jobbing trade.

The new building of the S. R. Moore Co. at North Prince and Lemon streets, is now progressing quite rapidly and will soon be ready for occupancy. When this is completed the Moore plant here will be among the very largest in the country.

The Clime Cigar Co., of Water street, is now beginning to progress with considerably rapidity. Sample lines have been completed and representatives are now on the road energetically at work in placing the new line of goods.

It is reported that several of our local manufacturers were somewhat affected by the receivership for J. S. Geller Sons & Co., of Philadelphia, to whom they had sold considerable quantities of goods.

Howard Stevenson, representing E. Rosenwald & Bro. and Dave Kalberman, representing Jos. Hirsch & Son, both of New York, and Simon Swartz with the Loeb Creagh Havana Co., were visitors here during the week.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

KEYSTONE CHEMICAL CO.
MANUFACTURERS OF
Cigar and Tobacco Flavor, Sweetener, Etc.

HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.

C. G. SINGLEY, Manheim, Pa.
H. S. WALLICK, York, Pa.

W. C. Jackson,
Manufacturer of
Fine Cigars
Factories No. 34 and No. 1596,
East Prospect,
Penna.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

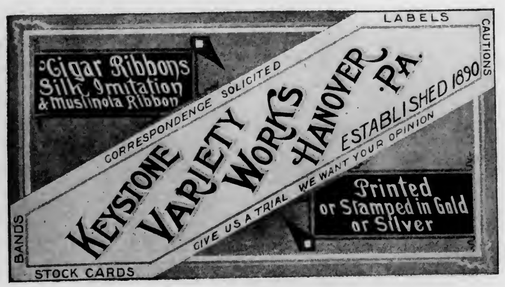
36 East Twenty-second Street, NEW YORK.

HENRY GOTTSELIG & BRO.
Danville, Pa.

Manufacturers of
High Grade
Union Made
Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight. Samples and Particulars to Reliable People on Application.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.



J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

ANOTHER BURLEY MEETING.

Held Yesterday in Lexington, Ky., to Talk About a Corner.

Lexington, Ky., May 23.

The district convention of the Burley tobacco growers, representing each of the thirty-four counties in the Burley belt is being held in this city today. A large attendance of delegates is on hand, who were selected at county conventions held ten days ago. The convention is discussing ways and means of financiering the next Burley crop and it is hoped that the meeting will be more decisive than the one held in Cincinnati recently. President W. B. Hawkins, Archibald Stuart and Charles S. Moore, a special government agent, are here.

BIG ORDER FOR WEST TENNESSEE PLANTERS.

Memphis, Tenn., May 22.

The Dark Tobacco District Planters' Association in West Tennessee is in receipt of an order for one thousand hogsheads of tobacco from a large importer at Bremen. It was reported a short time ago that foreign buyers would attempt to boycott the association, buying only from those not identified therewith, but it is now conceded by buyers that they will have to patronize the organization because of the grip it has on the old tobacco crop.

THE KENTUCKY CROP.

Reports are made from Louisville, Ky., on the State's crop to the effect that there has been some progress made in setting out tobacco plants, but the work has been hindered by the rains, also by the flooding of bottom lands. Plants are plentiful in most localities, but there is considerable complaint of cut worms.

KAUFMAN S. ROTHSCHILD'S WILL.

The will of the late Kaufman S. Rothschild, who died in Detroit about two weeks ago, arranges for the payment of $4,000 annually to the widow, a marriage portion of $3,000 each for the daughters, and the interest from $8,000 for each while single.

The deceased was a brother of Sigmund Rothschild, of New York, and head of the Detroit branch of Rothschild & Bro.

Recent Incorporations, Etc.

The El Crucero Cigar Co., of Savannah, reported incorporated last month with $10,000 capital stock, has completed organization with J. H. H. Entelman, president, and F. W. Henges, vice president. The company has secured a building, and machinery is being installed for the manufacture of cigars.

The Kiessling Cigar Company, of Chicago, has been incorporated with a capital of $2,000 to manufacture tobacco. The incorporators are George J. Kiessling, Carl Von Hermann and Joseph Weissenbach.

The Noah Foster Co., of Buffalo, has been incorporated for tobacco and cigars; capital, $10,000. Incorporators: Elkin J. Noah, Henry J. Jungferman and John J. Crumlish, Buffalo.

The Edward H. Weiler Cigar Company, of St. Louis, has been incorporated with a capital of $20,000, by Louis N. Steinlein, Edward H. Weiler and Abram M. Frumberg.

The Amsden Band Cigar Company, Marinette; capital, $2,000; incorporators, Arthur Amsden, Richard C. Vent, and Nelson B. Newell.

PATENTS RELATING to TOBACCO, Etc.

790,111 Match delivering device; Charles C. Crossley, New Britain, Conn.

789,906 Press for cigar molds, etc.; Alexander Gordon, Detroit, Mich.

790,136 Cigar reamer or drill; Otto Jaeger, Philadelphia, Pa.

RESERVED FOR
IONA TOBACCO CO.
Lancaster, Pa.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
The Smokers' Favorite Brands. RED LION, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS and DEALERS IN **Leaf Tobaccos**
142 N. Market Street,
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
Packer of
I. H. Weaver, Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

BRANDS:
"MANO" 10c. Cigar
"Modjeska"
and "La Mano"
5-cent Cigars

H. C. LONG & CO.
Manufacturers of **Cigars,** LEBANON, Pa.

OFFICE:
118 Mifflin Street
FACTORY:
Cor. Maple and Plum Aves.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

W. H. RAAB & SONS,
LA CUBANA CIGAR FACTORY No 463
MANUFACTURERS OF High Grade Cigars
CAPACITY 75,000 PER DAY
ESTABLISHED 1871
DALLASTOWN, PA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
DENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses--- West Milton, O.
Branch--- Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

REVENUE SWOOP IN BOSTON.

Agents Confiscate Stuff for Non-Stamping and Other Offenses.

Boston, Mass., May 22.

Business for the last week has been very fair, considering the undesirable weather we experienced for three days.

The local cigar manufacturers are pushing their various brands; H. Traiser & Co. have engaged the services of a professional window dresser, who has already made a number of displays advertising both the Harvard and Pippin cigars.

The U. S. revenue officers have been going the rounds, and during the past week seized quite a number of cigars made up by some of the smaller manufacturers here. Some of the cigars were not cancelled according to the law and the officers claim that in some cases the boxes were used more than once. In one of our prominent cigar stores the officers confiscated twelve packages of Telonettes and fifteen packages of Golden Eagle, which were exhibited in the show window without being in the stamped box according to the law. Most of the retailers have been looking over their stock and preparing things properly should the revenue agents call.

Claiming that the United States government, through its internal revenue department, has defrauded him out of $1,800, and that his rights as an American citizen have been usurped, Henry M. Hyams, senior member of the Henry M. Hyams Tobacco Company, proprietors of seven tobacco stores in Boston, is anxiously awaiting the decision of Judge Hale of the United States District Court in his suit against Collector of Internal Revenue James D. Gill, later transferred against the United States Government. Over $4,000 has already been spent to win the suit of $1,800, Mr. Hyams says.

Collector of Internal Revenue James D. Gill said: "In 1902 manufacturers and dealers in tobacco having stocks on hand were entitled to a rebate of 3 6-10 per pound, that being the amount of the reduction in the tax. Some 650 claims were filed with me, Mr. Hyams' being among them. His claim was not allowed by me because I was unwilling to certify it, as I deemed it excessive."

An alleged present of tobacco valued at $6 sent to him by his father in Canada may cost Joseph O. Vandal of Fall River a couple of hundred dollars, the value of a carload of hay in which the tobacco was sent, and which Collector Marble of Fall River is seeking from Judge Dodge in the United States District Court permission to confiscate.

Vandal is a grocer and hay dealer. He claims that he was not informed of the present of tobacco until after the hay had already been entered at Richford, Vt., and was on its way to him. The tobacco is the native Canadian leaf, and is dutiable at 5 cents per pound.

Collector Marble discovered the tobacco between two bales of hay but failed to find it entered in the manifest. As a result he held the entire consignment.

Assistant United States District Attorney William H. Garland is representing Collector Marble. Confiscation is asked on the ground that the hay was used as a means to conceal the tobacco.

John F. Keeler, formerly with Estabrook & Eaton, is now one of the city salesmen representing the cigar department of McGreenery & Manning. Mr. Keeler is at present working on Continental 10c cigar, Little Continentals 5c cigar and Cubanola londres, all trust made brands. McGreenery & Manning have secured the New England agency for the Anna Held cigar and intends to do considerable work on same. Joe Manning has just returned from a week's vacation down in Maine.

M. Cohen & Co., dealers in leaf tobacco, are now located at 3313 Washington street.

The Allen Tobacco Co. has secured the services of Frank Locke, who in conjunction with Ed. Leader, their New England representative, is doing plenty of missionary work and advertising on Telonettes.

Frank Goodwin, of Lecky & Goodwin, tobacconists, Portsmouth, N. H., spent a day in the city this week and while here purchased a quantity of cigarettes, tobaccos, etc.

Myer J. Haim, representing Schinasi Bros., New York, was in town Monday and departed well satisfied with the amount of Egyptian Prettiest and Naturals he sold during his brief stay here.

N. Brenner has purchased the cigar and tobacco store located at 188 Main street, Charlestown.

Notification has been received by Boston Cigarmakers' Union that the amendment levying a ten cent assessment upon all of the members of the International Union to advertise the blue label of the cigarmakers at the Fair at Portland, Ore., has been passed.

The Label Committee of Cigarmakers' Union, No. 97, is distributing a new card of unique design advertising the blue label. Fire alarm cards have been distributed in Waltham and a list of fire alarm boxes in Medford will also be distributed the coming week.

E. Van Syckel with the American Snuff Co. is here distributing free 1 oz. samples of Checkerberry Snuff to consumers of snuff. Each box contains a coupon good for a rebate of two cents in cash. Mr. Van Syckel is creating quite a demand for this snuff and the orders are coming in quick and fast to the jobbers.

W. Bacon, with Weyman Bros., is putting out some attractive advertising matter on Copenhagen Snuff.

H. M. Ross, the Irvington street tobacconist, placed a large order with L. Miller & Sons, New York, for some of their Grumbler and El Cafe Bouquet cigars.

BEN ALI.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,900 per Day. Telegraph—York, Pa.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Clarksville, Tenn.

M. D. BOALES,
LEAF TOBACCO BROKER,
Cable Address, "Boales," U. S. A.
The Arnold's No. 1 Tobacco Cipher.
Hopkinsville, Ky.

ATTENTION, TOBACCO JOBBERS!!

Choice Natural Leaf

CHEWING and SMOKING TOBACCO

(UNION LABEL GOODS)

8 and 16 ounce Packages . . . . 20 Cents
2 1-2 ounce Packages . . . . . 21 Cents

GOOD, CLEANED, SEASONED CUT SCRAP

Packed in 5 Pound Cartons. Freight Prepaid. Send for Sample.

READING TOBACCO MFG. CO.,

George W. Green, Prop. READING, PA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

W. R. DAUGHERTY & BRO.

Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

C·M·CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

RICHMOND EXCHANGE VERY BUSY.

Biggest Sales in Leaf Tobacco Been Seen in Years.

Richmond, Va., May 18.

There was animation and great activity on the tobacco market yesterday There were no sales of loose leaf on the warehouse floors and the exchange had it all its own way. One hundred and eleven packages, great and small, mostly small, were sampled, and with much of the stock better than any sun cured seen here for a long time, and all the buyers out in full force, the bidding was lively from the time the first sample was thrown on the bin until the last package was knocked out.

Silas Shelburne & Son, of Shelburne's warehouse, sold a crop of 5,000 pounds for Mr. J. W. Bell, of Caroline county, for prices that created enthusiasm among the buyers as well as sellers. One package of sun-cured wrappers from this crop was knocked out to W. T. Hancock for the Ricker Whitten Company for $66. Other piles were bought by the same concern at $46, $39, $37, $35 and $30. Other packages of the crop went to various buyers at from $14 down to $8.25. The whole crop averaged $20.

W. D. Butler & Co. also got some fancy prices for the crop of E. C. Beckley, of Louisa county, such as $36, $32 and $28

All wrappers are selling high, while good fillers are bringing from $8 to $11, and common and medium grades are holding stiff at former quotations.

CREDITORS OF SHADE-GROWING COMPANY GET ADDITIONAL DIVIDEND.

The creditors of the International Tobacco Culture Corporation of Connecticut are to receive an additional dividend of 11 per cent. Judge Alberto T. Roraback in the Supreme Court, on application of Fred B. Griffin, the receiver, passed an order for Mr. Griffin to make the payment. The creditors had previously received 25 per cent.

Mr. Griffin was appointed receiver on November 18, 1903, and he asked Judge Roraback that he be allowed $3,000 for his services. Mr. Griffin explained the nature and character of the service he performed. Judge Roraback allowed him the compensation he asked.

KENTUCKY COMPANY INCREASES CAPITAL STOCK.

Amended articles of incorporation have been filed by H. W. Martin & Co., tobacco manufacturers of Louisville, Ky., increasing their capital stock from $200,000 to $300,000. Of the new stock $75,000 is preferred and $25,000 common. The increase is to furnish funds for an increase in the company's plant.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

The movement in the markets have been light and slow for the past few months, but in the near future we may see quite a change in the business of tobacco handling for there is likely to be a rush as soon as the packers announce to the public that packings are ready for inspection.

Our correspondents write:

Feeding Hills, Mass.: "Young plants are doing well. No setting here as yet, but the farmers will begin the last of this week on the earlier pieces and will be well under way by next week."

Conway, Mass.: "Tobacco setting will begin here this week. The plants have come on very well for all the cold weather. We have had a few light showers, but the ground is far from being soaked in good shape."

Hatfield, Mass.: "Charles I. Warner began setting his tobacco the tenth. Plants are now plenty and looking well, and many will be transplanted next week."

Bradstreet, Mass.: "Oscar Belden & Sons set out today 1¾ acres of tobacco, being the first to transplant the weed in Bradstreet this season."

North Hatfield, Mass.: "There will be very little setting here this week. Those who would have heen ready removed the glass from their beds to check the rapid growth, claiming it to be a little early to set."

Windsor Locks, Ct.: "Twenty-five acres broad leaf tobacco will be raised under cloth in this town the coming season, in addition to a large acreage outdoors."

Tariffville, Ct.: "It is expected that the average this year will be from one-fifth to one-third greater than last year.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---6c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
HIGH-GRADE
Domestic CIGARS
Hanover, Pa.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: GEO. F. NASH, JOHN SELDEN, GOV. THOS. HUTCHINSON, BEN DE BAR
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW
CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS
Correspondence with Wholesale and Jobbing Trade Invited.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make **SCRAP Filler, Ready for Use.**
Phones { York, No. 130 / Bell, No. 1873 } **12 S. George St., YORK, PA.**

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

Many growers have bought new implements, also large amounts of fertilizer. The winter vetch has been used to some extent as a cover crop on tobacco beds and endured the winter without injury, giving a moderate growth to plow under this spring. Growers here have had good success in destroying cutworms by using one tablespoonful of spirits of turpentine to each barrel of water at time of setting the plants."

Glastonbury: "Recent sales have been made here at 24 to 30 cents of crops ranging from two to thirteen acres."

A crop of 13,644 pounds of tobacco on 5⅞ acres is reported by A. B. Taylor of Middlesex county, Ct. The crop was sold for 18 to 20 cents for $2,682. The soil was fertilized with one ton cottonseed meal, 500 pounds complete fertilizer, 1200 pounds lime ashes and 7 cords stable manure. The variety was Havana seed. Plants were hoed four times and cultivated nine times. The manure was applied with a spreader, which Mr. Taylor considered a great advantage.—American Cultivator.

EDGERTON, WIS.

Business in the local tobacco markets is on a declining scale. Some leaf is yet marketed, though there is little riding being done this week. Walter Little sold 36 acres of his '03 and '04 crop in bundle to Geo. Rumrill. Ole Saunderson sold 6a to a Stoughton dealer at 7½c asst. and John Hyland 65cs '03 at 8c comprise some of the movements from first hands. N. E. Nelson's packing of '04 some 225cs, has been sold to Culton & Weil. Halverson & Bitters sold 113cs of '04 to Child and 70cs of '03 to New York parties. Pomeroy & Co. are loading seven cars of export and have received four cars of northern leaf, are some of movements with packers in a dull week.

The weather of the week has been extremely unfavorable to farm work and growers have been unable to do but little in the way of preparing their fields for the new crop. The plant beds are making but slow progress, but the plants are in abundance and healthy.

Shipments 300 boxes.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 960 hhds, offerings on the breaks 206 hhds, total sales 283 hhds, nearly all new crop tobacco, running from Lugs to Fine Leaf. The market was active and strong.

It is reported that the Planters Association has virtually closed a deal which will give it a good outlet at full prices for its entire holdings, and samplings of the initial delivery are now being made.

There is a strong undercurrent in Lugs, and speculative offers and purchases are being made, based upon the practical exhaustion of stocks of old, and the small percentage of lugs in the new crop.

Planting continues favorably though complaints of cut worms are numerous. Planters say there is no surplus supply of plants.

For new tobacco we quote:

Low Lugs	$3.50	to	$4.00
Common Lugs	4.25	to	4.50
Medium Lugs	4.50	to	5.00
Good Lugs	5.00	to	5.50
Low Leaf	5.00	to	6.00
Common Leaf	6.25	to	7.00
Medium Leaf	7.50	to	8.50
Good Leaf	9.00	to	10.50
Fine Leaf	11.00	to	13 00

A. HUSSEY LEAF TOBACCO CO.

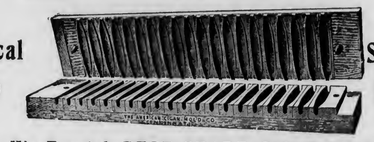
THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

E. A. CÁLVES & CO. IMPORTERS OF **HAVANA** 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Vertical Top  Solid and Durable
We Furnish BEST GRADE CIGAR MOLD.
Our Prices are the Lowest.
Sample Sections Free.
THE AMERICAN CIGAR MOLD CO.,
1935--1937 Western Avenue, Cincinnati, Ohio

W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs — Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty — Metal Printed Labels

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST **Lithographers,** CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

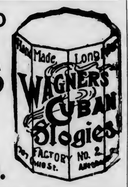
Five Cent Cigar

THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.



GEO. STEUERNAGLE,
Manufacturer of

Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED. Le Droit Building, WASHINGTON, D. C.

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JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

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248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
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METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING
H. J. Fleischhauer
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TELEPHONE 1561
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PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
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Also of the
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SPANISH BETUNS,
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars.
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Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

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SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS

VIRGINIA

PERIQUE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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VIRGINIA PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. HAVANA
IMPORTERS OF
123 N. THIRD ST.
PHILADELPHIA

National Cigar Clipper

It Clips a V in Ends of Cigars---

A LITTLE vest pocket instrument for the smoker that puts a V in ends of cigars—neatly—accurately—without breaking wrapper, no matter how dry or brittle the cigar is.

It doesn't bite and pull and squeeze; but cuts "shear ways," the common sense way—a way that can't dull the the cutter and disfigure the point of cigar.

Design is elegant—nothing like it on the market anywhere Finest tool steel—nickel plated, and polished.

Makes an effective and lasting piece of advertising for the cigar manufacturer and distributer because of its ability to attract attention—its utility and durability.

The dealer can't put a better selling novelty before a smoker. Hits two ways,—snug profit when sold—fetching advertising with name on.

Sample 15 cents. Dozen lots without ad. $1.25.

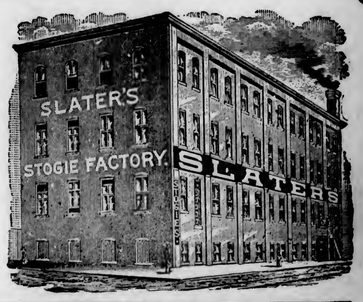
Gross lots without ad. $14.00; with ad. if not more than three lines, three eighth of an inch long, $16.50.

NATIONAL SELLING CO., Allentown, Pa.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address—
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER **STOGIES**
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



E. ROSENWALD & BRO.

THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXV., No. 22.

PHILADELPHIA and NEW YORK, MAY 31, 1905.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

The Leading Exclusive Sumatra House

Our Purchases of

NEW SUMATRA TOBACCO

Up to Date:

BALES		BALES	
81	S P | Deli	74	Deli My | K
211	St. Cyr | Deli	92	J H M | Deli
110	Amst. Deli Co. | J H	202	A F M | S
50	Deli Ba My	120	Langkat | Tab My | H L
69	Mandi Angin Deli A	65	T T R | Langkat
25	L P C | Padang Brahrang	41	Deli Ma | A
406	S K | Deli	300	Mandi Angin | Deli—A
125	Sumatra Plantage My	44	P v d A | K
144	A D C | Deli	27	P v d A | H
53	B M | Langkat	200	Various Marks

2,439 Bales

We will continue buying at every inscription, in order to supply our trade.

We are holders of One Thousand Bales of Old Sumatra at Old Prices.

H. DUYS & CO.

170 Water Street,
New York

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

—THE TOBACCO WORLD—

SMOKE VETTERLEIN BROS' SABOROSO PHILADELPHIA CIGARS — PHILADELPHIA — BOSTON

MANETO CIGAR

GUMPERT BRO'S. Manufacturers — 114 N. 7th St. Philadelphia

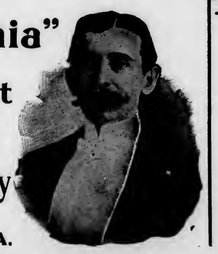
VIRTUE LIBERTY AND INDEPENDENCE

The **Rugby** is not "the best cigar ever made," but it suits the average taste—and grows in popularity; good enough for the most critical. It's a duplicating **5c.** cigar.

STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.



EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the Food You Eat — Vesper Cigar 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

NAPOLEON 5¢

Channing Allen & Co
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEYWEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F. H. POWELL'S — LA FLOR DE Oxus CIGARS — CELEBRATED 5¢ — PHILADELPHIA — CAMDEN

E. A. CALVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

PORTO RICO IS LOOKING UP.

As a Custom District of United States it Does a Big Business.

Washington, D. C., May 26.

The numerous inquiries for information regarding Porto Rico received by the Department of Commerce and Labor through its Bureau of Statistics has led that department to prepare the following statement regarding the area, population, resources and commerce of the island:

The beginning of the present month marked the completion of the fifth year of civil government in Porto Rico, which dates from May 1, 1900. While the governor and executive council, consisting of six heads of departments and five natives, are appointed by the President of the United States, the house of delegates, consisting of 35 members, is elected by the people, the council and the house of delegates together comprising the legislative assembly.

Porto Rico has an area of 3,606 square miles, or about half the size of New Jersey. Its population in 1899 was 953,243, or about the same as that of West Virginia.

Coffee is the staple product of the island, the product in 1903 being 33,450,000 pounds from a cultivated area of 170,000 acres. About 62,000 acres are devoted to sugar, from which 234,000,000 pounds were produced in the year named. Under tobacco there were 14,000 acres, yielding 12,000,000 pounds. Experiments in the cultivation of cotton are under way.

Porto Rico finds her best markets in the United States, Cuba, France, Spain, Austria, Hungary, Canada, Germany and Italy, their relative importance being in the order named. Her exports to the United States increased from $7,018,697 in 1901 to $12,963,483 in 1904.

The advantage accruing to Porto Rico following its establishment as a customs district of the United States on June 22, 1900, and the free admission of its products into our markets following the enactment and putting into operation of a system of local taxation to meet the necessities of the Government of Porto Rico, July 25, 1901, is shown by a very large increase in the value of the merchandise shipped from Porto Rico to the United States and that shipped from the United States to Porto Rico.

The following table shows the values of the principal articles shipped from Porto Rico to the United States in the calendar year 1904, compared with 1898:

Articles.	1898.	1904.
Total imports from Porto Rico,	$2,382,170	$12,963,483
Principal Articles		
Brown sugar,	1,912,965	9,491,757
Cigars & cigarettes,	(None)	1,770,569
Fruits and nuts,	1,167	383,295
Coffee, green or raw,	24,217	292,781
Leaf tobacco,	76,140	383,917
Molasses,	364,781	332,079

—There are 679 cigar manufacturers in Western New York, and last year they paid Uncle Sam $198,101.76 taxes on their products.

TO FIGHT THE COMBINE WITH ITS OWN WEAPONS.

Growers of Virginia and North Carolina Have Taken Over Factories and will Form a Trust to Manufacture 80 Per Cent of Tobacco From Bright Belt and Drive Out American Tobacco Co.

Danville, Va., May 26.

The tobacco growers of Virginia and North Carolina have commenced to manufacture their own tobacco. The Tobacco Growers' Protective Association of these two States now has a membership of about 5,000 in the Old Bright Belt. The work of organization has proceeded rather slowly until the last few months since the plan of building independent factories has been advocated when greater interest has been manifested and farmers are joining the local organizations very rapidly.

S. C. Adams was the prime mover in organization work and it is through his efforts mainly that the association now exists. He has gone about the country urging the farmers to organize, holding out the hope that when eighty per cent of the growers had pledged themselves to stand together they could control the situation by holding their crops back and thus forcing living prices.

As fully sixty per cent of the tobacco growers of Virginia borrow money on their crops before they are planted, the warehousemen seemed to have a pretty firm grip on the situation and it was difficult to convince the average farmer that he would be wise in cutting loose from his money supply and pledging himself to obey the orders of the organization which did not take the place of the warehousemen in the matter of advancing money on his crop.

President Adams hit upon the plan of establishing small factories on the joint stock plan, selling stock to the farmers and taking their tobacco in payment. This plan has aroused great interest and subscriptions to these factories are being eagerly taken and several companies are now being formed. The plan is to buy factories wherever they can be obtained instead of building new ones. Owners of small factories who have felt the heaay hand of the American Tobacco Company are approached with the proposition to turn over their plants to a oint stock company of farmers taking stock in payment. In most cases the owners of these plants are to be engaged as managers under a board of directors elected by the stockholders.

The first factory in full operation is at Copeland, N. C. A man named Doss had been conducting a small factory there with indifferent success for some time and several months ago turned it into a stock company which is controlled by farmers. Arrangements have been made with some State banks by which as much as ninety per cent is advanced on the stock in the shape of loans. This enables the farmer to take stock in the company, pay for it with his own tobacco, then take his stock to the bank and borrow ninety dollars on every hundred dollars of its face value.

In most cases, however, this financial arranagement is conducted by the factory itself, the stock remaining in the possession of the board of directors until the loan is paid. The last statement of the Doss factory shows net earnings exceeding forty per cent and that is being used effectively in the campaign to promote factories in other towns.

Philadelphia and New York capitalists have sent men down into this country to look into the factory plan and they have reported favorably on the Doss factory plan and expressed a willingness to advance as much money as may be needed to handle the crop in the manner heretofore described. Of course this money will be distributed through the local banks and in some towns the local bankers themselves have pledged the necessary money, and taken stock in the companies.

If this plan becomes general many of the warehouses would be obliged to go out of business, though President Adams and the executive committee of the association deny that there is any intention of interfering with the business of the warehousemen and say that the independent factories will have their buyers on the warehouse floors competing with other buyers for anything that is offered.

Co-operative tobacco factory companies have been organized at Clarksville, Chase City and Danville, Va., and at Rocky Mount and Oxford, N. C., and subscriptions have been offered quite freely. It is understood that the Clarksville factory will be in operation within sixty days and the one at Danville will also be ready for the new crop. At Chase City a meeting was held to organize a company at which every business man of the place and a large number of farmers were present. A vigorous canvass is now being made in more than a dozen towns in Virginia and North Carolina and within the next sixty days the success or failure of the co-operative plan will be demonstrated.

HOPKINS CO. CROP WILL BE SHORT.

Kentucky Tobacco Plants Damaged by Heavy Rains.

Madisonville, Ky., May 26.

The heavy rains have greatly damaged tobacco plants. Reports from Hopkins county are to the effect that at least 50 per cent of the tobacco plants are ruined and it is thought that unless weather conditions change the remainder of the plants will be killed.

Heavy rains cause stems to rot. This rot has been noticed in several places.

Only about 5 per cent has been planted in Hopkins county, and unless bright weather prevails, this county will have a short tobacco crop.

ONE MORE BURLEY SCHEME.

Kentucky Burley Growers Again Figure Out a Corner in Crop.

Maysville, Ky., May 27.

Tobacco growers of Kentucky have figured out a way for financing their company in the proposed 1905 tobacco corner, which is unique if nothing else.

The new scheme is to organize county associations in every county in the tobacco belt, each to have a capital stock of $50,000.

It is suggested that this stock be taken by the tobacco growers in exchange for their tobacco at the rate of $5 for each 100 pounds which means that they are to get at the rate of 5 cents a pound for all the tobacco they turn over to the association in the shape of stock.

When it has all been issued the company will then have 1,000,000 pounds of tobacco. Should the tobacco sell for more than that figure, after expenses have been deducted, there shall be paid to the county associations 80 per cent of the proceeds, the remainder to go to a controlling company.

This company will have $50,000 capitalization and is aimed to do business as the Burley Sales and Warehouse Company.

The county companies are to make advances to growers who need the money before their crops have been disposed of.

Selling prices are to be determined by the parent company. This company is to exact a commission and then return proceeds to the various subsidiary companies in proportion to their offerings of tobacco.

The plan is considered impracticable in Cincinnati tobacco circles, as it makes no provision for the raising of money needed when the $50,000 of each company's stock has been used up. It will take $15,000,000 to buy the coming crop, and the promised plan would create only about twenty companies in as many counties, or a total working capital of about $1,000,000.

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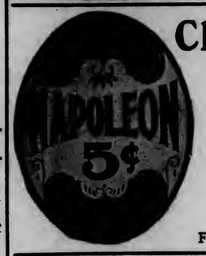
C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
—THE TOBACCO WORLD—

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

The **Rugby** is not "the best cigar ever made," but it suits the average taste—and grows in popularity; good enough for the most critical. It's a duplicating **5c.** cigar.
STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)



Channing Allen & Co
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

THE TOBACCO WORLD

PORTO RICO IS LOOKING UP.

As a Custom District of United States it Does a Big Business.

Washington, D. C., May 26.

The numerous inquiries for information regarding Porto Rico received by the Department of Commerce and Labor through its Bureau of Statistics has led that department to prepare the following statement regarding the area, population, resources and commerce of the island:

The beginning of the present month marked the completion of the fifth year of civil government in Porto Rico, which dates from May 1, 1900. While the governor and executive council, consisting of six heads of departments and five natives, are appointed by the President of the United States, the house of delegates, consisting of 35 members, is elected by the people, the council and the house of delegates together comprising the legislative assembly.

Porto Rico has an area of 3,606 square miles, or about half the size of New Jersey. Its population in 1899 was 953,243, or about the same as that of West Virginia.

Coffee is the staple product of the island, the product in 1903 being 33,450,000 pounds from a cultivated area of 170,000 acres. About 62,000 acres are devoted to sugar, from which 234,000,000 pounds were produced in the year named. Under tobacco there were 14,000 acres, yielding 12,000,000 pounds. Experiments in the cultivation of cotton are under way.

Porto Rico finds her best markets in the United States, Cuba, France, Spain, Austria, Hungary, Canada, Germany and Italy, their relative importance being in the order named. Her exports to the United States increased from $7,018,697 in 1901 to $12,963,483 in 1904.

The advantage accruing to Porto Rico following its establishment as a customs district of the United States on June 22, 1900, and the free admission of its products into our markets following the enactment and putting into operation of a system of local taxation to meet the necessities of the Government of Porto Rico, July 25, 1901, is shown by a very large increase in the value of the merchandise shipped from Porto Rico to the United States and that shipped from the United States to Porto Rico.

The following table shows the values of the principal articles shipped from Porto Rico to the United States in the calendar year 1904, compared with 1898:

Articles.	1898.	1904.
Total imports from Porto Rico,	$2,382,170	$12,963,483
Principal Articles		
Brown sugar,	1,912,965	9,491,757
Cigars & cigarettes, (None)		1,770,569
Fruits and nuts,	1,167	383,295
Coffee, green or raw,	24,217	292,781
Leaf tobacco,	76,140	383,917
Molasses,	364,781	332,079

—There are 679 cigar manufacturers in Western New York, and last year they paid Uncle Sam $198,101.76 taxes on their products.

TO FIGHT THE COMBINE WITH ITS OWN WEAPONS.

Growers of Virginia and North Carolina Have Taken Over Factories and will Form a Trust to Manufacture 80 Per Cent of Tobacco From Bright Belt and Drive Out American Tobacco Co.

Danville, Va., May 26.

The tobacco growers of Virginia and North Carolina have commenced to manufacture their own tobacco. The Tobacco Growers' Protective Association of these two States now has a membership of about 5,000 in the Old Bright Belt. The work of organization has proceeded rather slowly until the last few months since the plan of building independent factories has been advocated when greater interest has been manifested and farmers are joining the local organizations very rapidly.

S. C. Adams was the prime mover in organization work and it is through his efforts mainly that the association now exists. He has gone about the country urging the farmers to organize, holding out the hope that when eighty per cent of the growers had pledged themselves to stand together they could control the situation by holding their crops back and thus forcing living prices.

As fully sixty per cent of the tobacco growers of Virginia borrow money on their crops before they are planted, the warehousemen seemed to have a pretty firm grip on the situation and it was difficult to convince the average farmer that he would be wise in cutting loose from his money supply and pledging himself to obey the orders of the organization which did not take the place of the warehousemen in the matter of advancing money on his crop.

President Adams hit upon the plan of establishing small factories on the joint stock plan, selling stock to the farmers and taking their tobacco in payment. This plan has aroused great interest and subscriptions to these factories are being eagerly taken and several companies are now being formed. The plan is to buy factories wherever they can be obtained instead of building new ones. Owners of small factories who have felt the heaay hand of the American Tobacco Company are approached with the proposition to turn over their plants to a oint stock company of farmers taking stock in payment. In most cases the owners of these plants are to be engaged as managers under a board of directors elected by the stockholders.

The first factory in full operation is at Copeland, N. C. A man named Doss had been conducting a small factory there with indifferent success for some time and several months ago turned it into a stock company which is controlled by farmers. Arrangements have been made with some State banks by which as much as ninety per cent is advanced on the stock in the shape of loans. This enables the farmer to take stock in the company, pay for it with his own tobacco, then take his stock to the bank and borrow ninety dollars on every hundred dollars of its face value.

In most cases, however, this financial arranagement is conducted by the factory itself, the stock remaining in the possession of the board of directors until the loan is paid. The last statement of the Doss factory shows net earnings exceeding forty per cent and that is being used effectively in the campaign to promote factories in other towns.

Philadelphia and New York capitalists have sent men down into this country to look into the factory plan and they have reported favorably on the Doss factory plan and expressed a willingness to advance as much money as may be needed to handle the crop in the manner heretofore described. Of course this money will be distributed through the local banks and in some towns the local bankers themselves have pledged the necessary money, and taken stock in the companies.

If this plan becomes general many of the warehouses would be obliged to go out of business, though President Adams and the executive committee of the association deny that there is any intention of interfering with the business of the warehousemen and say that the independent factories will have their buyers on the warehouse floors competing with other buyers for anything that is offered.

Co-operative tobacco factory companies have been organized at Clarksville, Chase City and Danville, Va., and at Rocky Mount and Oxford, N. C., and subscriptions have been offered quite freely. It is understood that the Clarksville factory will be in operation within sixty days and the one at Danville will also be ready for the new crop. At Chase City a meeting was held to organize a company at which every business man of the place and a large number of farmers were present. A vigorous canvass is now being made in more than a dozen towns in Virginia and North Carolina and within the next sixty days the success or failure of the co-operative plan will be demonstrated.

HOPKINS CO. CROP WILL BE SHORT.

Kentucky Tobacco Plants Damaged by Heavy Rains.

Madisonville, Ky., May 26.

The heavy rains have greatly damaged tobacco plants. Reports from Hopkins county are to the effect that at least 50 per cent of the tobacco plants are ruined and it is thought that unless weather conditions change the remainder of the plants will be killed.

Heavy rains cause stems to rot. This rot has been noticed in several places.

Only about 5 per cent has been planted in Hopkins county, and unless bright weather prevails, this county will have a short tobacco crop.

ONE MORE BURLEY SCHEME.

Kentucky Burley Growers Again Figure Out a Corner in Crop.

Maysville, Ky., May 27.

Tobacco growers of Kentucky have figured out a way for financing their company in the proposed 1905 tobacco corner, which is unique if nothing else.

The new scheme is to organize county associations in every county in the tobacco belt, each to have a capital stock of $50,000.

It is suggested that this stock be taken by the tobacco growers in exchange for their tobacco at the rate of $5 for each 100 pounds which means that they are to get at the rate of 5 cents a pound for all the tobacco they turn over to the association in the shape of stock.

When it has all been issued the company will then have 1,000,000 pounds of tobacco. Should the tobacco sell for more than that figure, after expenses have been deducted, there shall be paid to the county associations 80 per cent of the proceeds, the remainder to go to a controlling company.

This company will have $50,000 capitalization and is aimed to do business as the Burley Sales and Warehouse Company.

The county companies are to make advances to growers who need the money before their crops have been disposed of.

Selling prices are to be determined by the parent company. This company is to exact a commission and then return proceeds to the various subsidiary companies in proportion to their offerings of tobacco.

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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & Co. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
D&T
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**
118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
27 N. THIRD ST., PHILADELPHIA Packers of Seed Leaf. Y&N

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
Title & Device Registered
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

"THE RULING PASSION IS STRONG IN DEATH."

I was in the office of a certain tobacco firm last week, and in the course of conversation with the senior member, asked whether the traveling member was on the road at the time.

"No, he's in," was the answer, "but he took a little trip out of town for the day." Then he laughed.

"The trouble with him," he went on after a minute, "is that he can't stay home. He comes down to the office after a trip, and he can't even sit in the same chair ten minutes at a time. He fidgets around the place, in and out, down stairs and up, here and there, until he has everybody around here as nervous as a cat. He's the most unhappy being when he's not out with his samples, that I ever saw."

And he's like a whole lot of others, who have been traveling salesmen for years and who couldn't be hired to do anything else. Some of them don't know they couldn't be hired to, and they might consent to take a chance at an inside job, but it wouldn't be a month before they were handing in their resignation with a big R.

Not long ago I read an amusing story, I don't remember where, about a drummer who had sold goods on the road for thirty years and had managed to put by a little money each year. He was a good salesman, but when he wasn't grumbling over the bum hotel meals, he would be dreaming of the days when he could retire, buy a house and lot in some quiet place, and have a home of his own, just like a white man.

According to the story, this man had a quick route, didn't stay a great while in any one place, so that a big majority of the nights in the year would find him tucked away in a Pullman berth.

Well, when he got to be about fifty or so, somebody died and left him some money, which with what he had saved, made him quite a magnate. "This is where the worm turneth," quoth he to himself, so he wrote into the house and told them they were about to lose a good man. He then proceeded to look around for an estate to acquire, and after due search got a nice little place in the country, within convenient distance of the city.

The salesman was a well preserved man, and had never been sick in his life. In two months he lost forty pounds, and was commencing to look like a victim of hasty consumption. He averaged about two hours of fitful napping every night. He began to look around for a pleasant, sunny graveyard, in which to invest some more money.

He met an old friend one day, who was so shocked by the man's appearance that he could hardly talk, and who finally recommended a certain physician so strongly, that the sick man made up his mind to look him over. The doctor in question lived about a day's journey from the salesman's home, and he decided to make it a night trip.

He sat up smoking a half dozen cigars and then crawled in, facing another night of torture. In three minutes he was slumbering as peacefully as an infant, and the porter had a hen of a time getting him out in the morning. He felt like a different man. He went to the physician who looked him over and gave him a general tonic, telling him that the abrupt change of his habits had thrown his system out of gear.

The man went home the next night, and again pounded his ear to his heart's content. But the next night at home, it was another case of open eyes. No sleep at all. That started him thinking, and after several hours of profound meditation, he went out and looked up a contractor.

To him he gave copious instructions, and then bought a ticket all the way across the States. For a month he was jerked here and there by trains all over the great United States, putting in nine lovely moving hours of sleep every night, and at the end of the month he took a train home. He had regained 25 of his forty pounds and he was eating like a horse.

When he got back, the contractor met him with a smile, and a big bill, and showed him a nice little circular railroad in the lot back of the house. On the track was a cute little engine, to which was attached a car just about big enough for a soft, dreamy bed. There was also a grinning engineer. The ex salesman looked on the work and saw that it was good, and paid the contractor off on the spot.

At bedtime that night, he clambered

(Concluded on page 38)

Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

IF YOU WANT to be in HAVANA
Smoke **CAMELA** 5c. Cigars
MADE BY
HENRY HEYMANN'S SONS
Office, No. 614 Betz Building, Philadelphia.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia.
Hollard's

F. V. ESHLEMAN,
1600 Arch Street, Philadelphia,
MAKER OF

HAVANA CIGARS
A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

THE average salary of the clerk in a cigar store is small, and it is kept small by the fact that any number of young men can be obtained who will accept a position of any sort for very low pay. Many a dealer argues that he would be a fool voluntarily to pay more than he has to to get assistants.

But there is another side of it. Unless the clerk is one of those rare boys, such as figured as heroes in the old fashioned Sunday school library books, who were so full of ambition that they seldom left their jobs long enough to sleep, the clerk who is willing to work cheap will give his employer just as much as he absolutely has to, and not a bit more.

His thoughts will be outside the store, he will spend most of his time looking at the clock, and wishing he had a decent job, or else had so much money that he didn't have to work, and every one of his movements in the store, will be one he is forced to make to hold the place.

It stands to reason, that a man who is willing to accept small wages is either worth nothing, or knows he is worth more than he is getting, and regards his present job as a makeshift. These two classes, of course, do not include the ambitious clerk wo is working definitely for a future, but his kind are few and far between.

It ought to be clear to every dealer, however small his store, that a clerk who takes an interest in the business, is worth any number of times as much as the man who doesn't. The feeling that a proprietor can leave his store for an hour, or a day, or a week even, and know that his interests are being as carefully conserved as if he were present, and indeed that his assistants are making a special effort to make a good record to show him on his return, as much for their own sake as his, is worth paying for, and the proprietor who begrudges three or four dollars a week for the sake of that feeling is making a tremendous mistake.

When this proposition is put to a dealer who employs cheap help, he usually argues that his payroll is just as large as his receipts will stand, and that to increase the former would be business suicide. So it would, if he paid more money for the same kind of service as he is getting for what he is paying now.

But he must remember that he is to get infinitely better service which invariably has its effect on the receipts.

A couple of men walked into a cigar store in Philadelphia the other day and had occasion to look at two or three different boxes and brands of cigars before they made their selections. The store was unfamiliar to them, and they were waited on by a boy, or rather young man, by whom the proprietor was evidently economizing. With considerable difficulty, the customers got what they wanted, or rather what they were willing to put up with, and left the store. When they got outside, one of them said to the other:

"Never again! That boy was the dumbest specimen of humanity I've ever tried to communicate with."

"He was pretty fierce" admitted the other. "But we don't have to go there again, fortunately."

The dealer had certainly saved a lot of money on his cheap clerk, in this case, and it is pretty probable that it is no isolated instance.

It is worth money in your business to get away from the feeling that nothing will be done properly unless you do it yourself. You give an order and then hang around, anxiously standing over the man to see that it is done right, thus giving up not only the clerk's not very valuable time, but your own as well. It's a money-saving scheme that doesn't save.

• • •

GIRLS AS CLERKS.

IN certain sections of certain cities, a good proportion of the cigar stores employ girls as clerks. Sometime the girls are the proprietor's daughter or members of his family, and they are there in order to reduce the expenses. Sometimes they are good looking dames brought in to attract trade. And sometimes they attract it, and sometimes they repel it.

A prominent dealer, in a large city of the Middle West, being of experimental frame of mind, employed a couple of girls, to look after one of his counters. The girls were pretty and the contrast of a good looking girl in a cigar store acted as a great magnet. Men crowded in and bought all kinds of things at that counter, each one plunging recklessly in order to win a smile.

"I thought I'd discovered a gold mine," said the dealer afterward. "I got to dreaming about buying brown stone fronts and all kinds of things and then I woke up. I had forgotten the fickleness of the American public. It was all right for awhile, but after two or three trips, each customer would begin to think it over. The girl probably didn't look quite so pretty the third time, and the men began to realize that they couldn t haggle over their purchases, or couldn't even exercise judgment in making their purchases. If the girl turned on her bewitching smile, and, gazing soulfully at the guy, asked him if he wouldn't like to try this new brand, only two for a quarter, he just had to fish out a half dollar and take what she gave him.

"When he got outside he would kick himself around the block, and swear he would never come in again. And a good many of them didn't So on the whole deal I figured that I had really lost, for even after I got rid of the girls, some of my regular customers had been captured by another store, and never came back.

"One of those girls was certainly pretty, though," concluded the dealer with a dreamy expression

MONEY-MAKING RULES FOR RETAILERS.

Rise early and be at business when the store is opened.

Attend well to business during business hours.

Keep everything in the store neat and orderly.

Keep the windows clean and nicely dressed.

Have a place for everything and keep everything in its place.

Buy from the best firms and don't open too many accounts.

Never allow due prompts to remain unpaid.

Attend well to the counter and address customers immediately on approaching. Don t walk up to the counter and leave your tongue behind you. Be as polite to the customer who spends ten cents as to the one who spends a dollar.

Give the best possible value in all things.

Never practice deceit, trickery or tell lies, even white ones.

Keep yourself smart and neat.

Cultivate a ready money trade, and under no circumstances give long credit.

Be steady, industrious and careful. Remember the good motto, "waste not, want not."

Be methodical and punctual. Method is the very hinge of business and there is no method without punctuality.

Read and study good works in connection with the trade. Commit useful things to memory, and never fail to put them into practice—Salesmanship.

• • •

CONDENSED WISDOM FOR DEALERS.

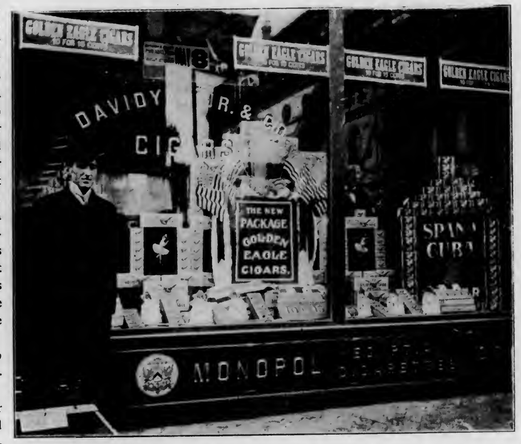
THE storekeeper's prosperity depends upon his keeping up to date by continually introducing changes for the better. He should remember, however, that he has only one pair of eyes to take note of conditions that should be improved. He should therefore endeavor to interest everyone who sets foot in his place to make suggestions. He ought to call clerks together and say to them: "You and I want to make more money in this store, but in order to do that we must do more business. Now I want suggestions from all of you about anything you think we can do to increase profits by holding present trade and securing new customers and reducing expenses. If you see any waste going on that we might save, I want you to tell me."

The proprietor can offer small monthly or quarterly prizes for the best suggestion adopted, or he can offer a small prize of 25 cents or 50 cents for every suggestion adopted which makes or saves him money. Let him place a small autographic register in some convenient place where a clerk may write down a suggestion as soon as it occurs to him.

The proprietor should also give his employes an opportunity to make complaints to him for adjustment. Dissatisfaction among employes kills loyalty and interest in the business.

Bulletins should be posted in conspicuous places in the store, inviting suggestions and complaints from customers, and offering prizes in money or merchandise for the best suggestion received. Circulars inviting suggestions can be printed and distributed in the neighborhood. This will show that the storekeeper is progressive and anxious to let his customers have the best service. It will also draw attention to his store and serve as a strong general advertisement. —Exchange.

DAVIDYAN, Jr.'s, DISPLAY OF GOLDEN EAGLE CIGARS.

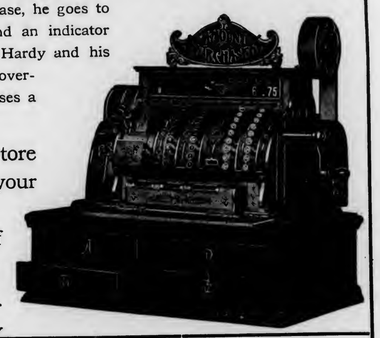


THE accompanying picture is a reproduction of one of the numerous displays of I. Lewis & Co.'s Golden Eagle cigars which are to be seen about Philadelphia. This shows the well stocked establishment of Davidyan, Jr., at Ninth and Arch streets, which is one of the best known stores in the city. There is always an attractive display to be seen in these windows, and the present arrangement can be ranked among the best. Golden Eagle little cigars are proving very popular in this market and are duplicating rapidly.

A customer who always pays cash for her purchases gave the following reason for preferring to trade with a merchant who uses a National Cash Register:

"I trade with Mr. Hardy because mistakes are seldom made in handling cash purchases. When I make a purchase a National Cash Register shows me the amount I have paid for the article and I know it is correct.

"If I hand a clerk a dollar to pay for a 25-cent purchase, he goes to the cash register in order to make change. A bell rings and an indicator shows that the amount of my purchase was 25 cents. Mr. Hardy and his clerks handle all cash sales in the same way. I am never overcharged. It is a pleasure to trade with a merchant who uses a complete system."



With a National Cash Register in your store you are equipped to handle the business of your customers to their perfect satisfaction.

A National Cash Register pays for itself in the time we give you for payment.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

*I own a*_____. *Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

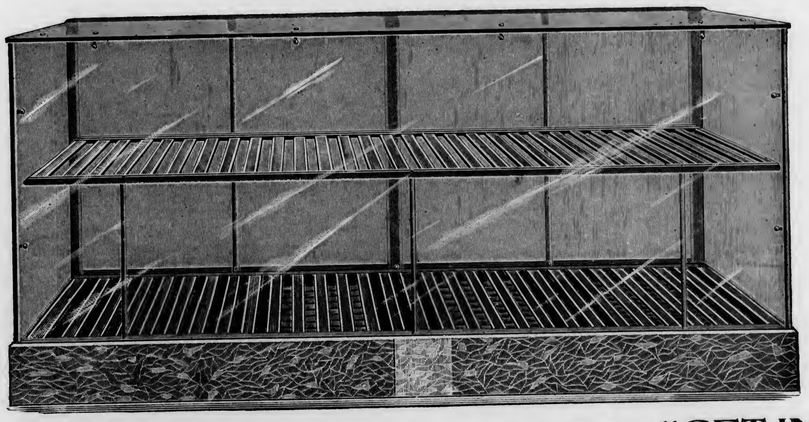
Name

Address

No. Clerks

Please Mention The Tobacco World

"THE 400's" CIGAR CASE.



ARE YOU IN IT? Supplying "The 400" with their favorite Cigars? If not, "GET IN IT"

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A VERY DULL WEEK REPORTED IN HAVANA.

What Buyers Are on Hand Seem Inclined to Study the New Crop Before Making Purchases of Any Size. This Year's Lowland Vuelta Abajo Superior.

[Special Correspondence of The Tobacco World.]

HAVANA, May 22, 1905.

The past week has been one of the dullest as far as sales were concerned, although as most of the dealers here are now busy receiving the new tobacco from the country and looking after their escojidas, they are quite satisfied with the present state of affairs. The old stocks need not occasion any worry, as they will find takers later on.

The buyers who have arrived here lately seem to be intent upon studying the new crop before they make their accustomed purchases upon a large scale. The local independent manufacturers seem to have grasped the true situation correctly as they have not hesitated to purchase quite freely in the country, while a few have also secured a temprano vega here and there from the Havana dealers.

The opinion seems to be gaining ground that the larger part of the lowland Vuelta Abajo of this year's crop is superior to the 1904 crop, as it is lighter in leaf than expected and therefore just what the clear Havana cigar manufacturer is always looking for, light filler, but at the same time of a subtle and penetrating aroma. Besides this, the leaf is of good size and there will be more light colored wrappers than was anticipated, therefore, even though the price for a vega may appear high, it will be more profitable to work in a factory.

The burning quality is excellent and it looks as if the tobacco will pass the fermentation in the bales sooner than usual, and thus be fit to be worked before long.

As far as the hilly portion of the Vuelta Abajo is concerned it is too early to say anything, although this class of leaf is said to have more gum, and therefore may need more time to cure thoroughly.

The Partido tobacco this year is said have more body, generally speaking, and for this reason may need more time to cure thoroughly, although there will also undoubtedly be a portion of lighter growth, which might be worked sooner.

Late reports from Remedios say that a large portion of the last cutting in April is rotting in the piles, and as these were the so-called Capadaras, the chances are that the final sound quality may be even less than calculated upon at first, provided the above reports are trustworthy. The first cutting of the original plant, or what is called here "Principal," is all right, but the chief yield is wrappers or large, lighter leaves called 6a, and mostly exported to Germany, while the American buyers usually care only for the second or third cuttings which give the Capaduras. Time will determine the final outcome.

Sales

foot up to a total of 1,429 bales, of which 1,074 were of Vuelta Abajo, 55 of new Partido, and 300 bales of Remedios. American buyers provided themselves with 661 bales, while the local cigars and cigarettes factories purchased 768 bales.

Buyers Come and Go.

Arrivals—F. San Martin, of P. San Martin & Co., Facundo Arguelles, of Arguelles, Lopez & Bros., Ignacio Haya, of Sanchez & Haya, M. Menendez, of Menendez Bros. & Verplank, Tampa; L. W. Scott, of L. W. Scott & Co., Boston; Luis L. Cantor of L. Friedman & Co., New York.

Departures—Emil Auerbach, Antonio Rocha, Norberto Cueva, Manuel Garcia, for New York.

Havana Cigar Manufacturers

Business continues dull, and while there are always some orders coming in, they are more in the nature of a little mountain brook which never dries up, but which has to travel for quite a distance before it meets the big stream. Until the new tobacco is fit to be worked upon a large scale, no revival in the bigger orders is looked for.

According to a local daily, "La Lucha," Don Gustavo Bock replied to a reporter, as regards his tendered resignation, thus: "It was simply a little misunderstanding which arose between myself and the company in New York, and which I am happy to say has been arranged satisfactorily to both parties." Don Gustavo admits, however, that the resignation of the different managers of the several factories had been accepted as a matter of economy, in order to retrench the finances of the trust.

This action of Don Gustavo Bock is very unfavorably commented upon in independent circles, and it has cost him the friendship of many who considered him of too strong character to submit tamely to the dictates of a manager sent from Tampa, while he was the President. Of course he may continue as President

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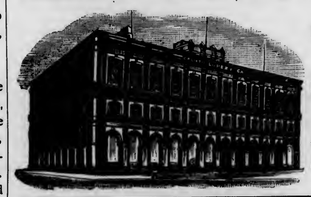
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180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

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Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." Habana.

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ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 HABANA

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Almacenistas de Tabaco en Rama

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AIXALA & CO., Havana Leaf Tobacco

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Vuelta Abajo, Partido and Remedios

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Established 1834

POR LARRAÑAGA

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Por Larrañaga Cigar Manufactory

ANTONIA LOPEZ CUERVO, Proprietress

ANTONIO J. RIVERO, Manager

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Cable Address: Por Larranaga, Havana

Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

of the Havana Tobacco Co. in name, and draw his $35,000 per year salary, but in reality he is only a figurehead, while W. J. Seidenberg, in name general manager, in reality has the functions of President, regulated by the superior orders of the Fifth Avenue Council of New York.

The principal independent factories such as H. Upmann, of H. Upmann & Co., Flor de Tabacco de Partagas & Co., of Cifuentes, Fernandez & Co., Sol of Behrens & Co., Por Larranga, of Antonia Lopez Cuervo, Ramon Allones and Cruz Roja, of Rabell, Costa, Valves & Co., Crepusculo, of J. F. Rocha & Co., Eden, of Calixto Lopez & Co., are all doing a satisfactory business, considering the season of the year.

Buying, Selling and Other Notes of Interest.

Viuda de Jose Gener purchased 500 bales of Vuelta Abajo for its cigar and cigarette factory.

J. M. Garcia & Co. did some good business last week, as they sold in all 500 bales of Vuelta Abajo old crop. That some of these vegas must have been fine, may be surmised from the prices obtained for them, as they realized as high as $70 per bale, the latter perhaps not weighing over 70 to 75 pounds net per bale. Furthermore, if it is taken into consideration that the 1904 Vuelta Abajo hardly produced any light wrappers an idea may be formed of how high the fillers had to be classified to bring the average cost. The colas of the same vega were sold by them at $26 per qq. previously to local factories.

Emil Auerbach purchased in all 500 bales of Vuelta Abajo and Remedios.

Loeb-Nunez Havana Co. have already sold and shipped 335 bales of Remedios and some new Partido wrappers of their escojida.

Jorge & P. Castaneda are in treaty with three or four manufacturers about a fine, large lot of their choice Tumbadero packing.

Jose Menedez disposed of 212 bales of Vuelta Abajo last week.

The Cuban American Manufacturing Co. purchased several vegas of new Vuelta Abajo from San Luis, among which was the famous one of Agustin Vera.

G. Salomon y Hnos. turned over 162 bales of Vuelta Abajo.

Don Manuel Garcia and Don Norberto Cueva left, via Key West, for New York, but before reaching the latter city they will accept the invitation of President Wardlow, of the Ruy Lopez Co. to do some tarpon fishing in his yacht along the Florida coast.

B. Diaz & Co. sold 120 bales of new Vuelta Abajo and Partidos last week. They have already received 2,000 bales of the 1905 crop, mostly from the Vuelta Abajo lowland district, and a smaller quantity from their Alquizar packing of Tumbadero leaf. Among the fine vegas from San Luis are the renowned ones of the Vera family which are second to none in aroma, texture of leaf and fine light wrappers. Don Bruno Diaz stated that his firm has already purchased up to 10,000 bales. It is said that the trust, in its plantation in the Vuelta Abajo, will realize only 3,800 bales in all of shade grown wrappers and fillers.

Jose F. Iribarren has opened his Semi Vuelta escojida, and will start his Tembadero packing at 94 Dragones street this week.

Jose H. Cayro e Hijo shipped 69 bales stripped filler to Key West last week. Don Jose has gone to the Vuelta Abajo to supervise his escojidas and eventually to purchase more leaf in bundles.

Sobrinos de Gregorio Palacio are continuing to buy fine vegas of Vuelta Abajo at or near San Luis.

Avelino Pazos & Co.—Don Juan Vasquez returned from the country after having added 40,000 matules to the purchases for their escojida.

Aixala & Co. are very busy, receiving tobacco almost daily from the Vuelta Abajo and San Antonio de los Banos.

Sobrinos de A. Gonzales are as busy as they can be, not as far as selling is concerned just now, because their stock of old goods is limited, but in attending to the purchase of leaf in bundles and in vegas. All their buyers are in the country from the Vuelta Abajo, Semi Vuelta, Partido and up the Vuelta Arriba, and as this house bundles at least twenty-five to thirty-five thousand bales of tobacco—purchased from the farmers in the country each year—an idea may be formed of the magnitude and responsibility which rests chiefly upon the shoulders of Don Antero Prieto y Gonzalez. He is ably assisted, however, by Don Antonio Quesada and their buyers, trustworthy, and in most cases have been a long number of years in their employ.

Suarez Hnos. are regularly receiving weekly lots from their several Vuelta Abajo escojidas and are very busy.

Jose F. Rocha did not sell a bale this week. However, his old stock barely reaches 200 bales, but he is busy in receiving tobacco of the new crop from Vuelta Abajo and Partido. Don Jose will return here from his wedding trip early in June

Manuel Lazo is one of the rising dealers since he established his warehouse at 199 Manrique street. He has been in

J. F. ROCHA & CO.

Manufacturers of the Celebrated Brands S. en C.

"Crepusculo," "Nené" and "Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

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COMMISSION MERCHANT

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A. M. CALZADA & CO.

Dealers in Leaf Tobacco.

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IMPORTERS AND PACKERS OF
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Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St. NEW YORK.
Cable Address: "HERE"

business only a little over a year. During the war he was a Colonel in the liberating army and before the Republic was inaugurated he was elected Senator for the Province of Pinar del Rio. There is no man better liked in the Vuelta Abajo than Don Manuel, who is working indefatigably to further the interests of his beloved province, Pinar del Rio, of which he is a native. He knows the majority of the vegueros personally, and most of them will not only give him the preference but actually sell to him cheaper than to a less known buyer, therefore he is in a favorable position to sell as low, or lower, than the other dealers here. He has received already 1,300 bales of the new crop of about 4,000 bales purchased so far, and will leave again tomorrow for Pinar del Rio to receive the balance of his purchases and perhaps increase them yet to 5,000 bales. Amongst the famous vegas acquired by him are El Conuco de la Yuca, Felix Pulido, Patron Lazo, Policarpo Fajardo, Ricardo Abreu, Cayo de los Peladas, Marquez, Padillo, Pulgaron, etc. Don Manuel handles only Vuelta Abajo leaf, and his specialty is Remates.

The third anniversary of the Cuban Republic, May 20th, was celebrated in the same style as the 4th of July is ushered in, year after year, in the United States. Firecrackers, bombs, cannon salutes, parades, regattas, official receptions by the President, fireworks and balls in the evening, were in order, and everything passed off pleasantly, and the people were happy.

Receipts From the Country

	Week Ending May 20. Bales	Since Jan. 1. Bales
Vuelta Abajo	3,114	18,673
Semi Vuelta	377	1,815
Partido	1,701	5,321
Matanzas	—	13
S. Clara & Remedios	70	9,081
Santiago de Cuba	—	4,633
Total	5,262	39,536

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, May 29, 1905.

Business in town is satisfactory with most of the retailers, but the warmer weather has caused a rush to the beaches which reduces the evening trade in Brooklyn and Manhattan considerably. According to reports, the straight cigar stores lose some of their trade to the saloon stands about this time of year, although at first thought, it would seem probable that the saloons would do more in the winter.

"It's this way," said the proprietor of one popular stand, in a well known saloon in the Tenderloin, "Men seem to have more time on their hands in the summer time, somehow, at least they are willing to act as if they had. Then again they are on the streets more than during the cold season, and a man is much more likely to meet a friend. Each is in search of something to while away the evening, and they adjourn to the nearest saloon to have a drink.

"Once there, they are likely to sit down for a little chat and before they have gone, they will probably have bought more than a half dozen cigars, sometimes a good many more. When there's a group, and they spend two or three hours in the place, they are likely to alternate by taking cigars, and some of them may 'have a cigar' every trip. Of course we don't get any box trade that way, but the other sales mount up surprisingly."

• • •

The manufacturers appear to be completely satisfied with the number of orders they are receiving, and a visit to the principal factories was productive of nothing but favorable reports. On certain occasions such reports may be made a little too sanguine on general principles, but it is likely that the present volume of business is quite up to the late spring average. It is apparently safe to count on a steady Western business, and those manufacturers who have established a clientele in the best territory to that section find that their goods move very steadily.

The only complaint that can be made is on the prices at which a good many manufacturers declare they have to sell their product. Those who are not able to demand a certain figure are obliged to put out a very good cigar at an extremely low margin, which with the present high prices of leaf, which seem likely to last for awhile, brings calculations down to a very close basis. Even at that the situation is a great deal better than if there were no orders to fill, and the atmosphere is generally very cheerful.

• • •

Buyers that were in the leaf market last week were on the lookout for cheap filler and binders. There was very little of either, and those dealers who have it, are pretty nearly able to make their own terms. Wisconsin binders seem to be favorite in demand, and something was done in this line of goods. Anyone who had a stock of Pennsylvania tobacco could sell it as fast as he wanted to, but there is very little in sight, and those who have any are inclined to hang on wherever possible. There was almost a stagnation in Havana, manufacturers evidently trying to get along with as little as possible, although prices still rule firm. There were a few sales made of the new Sumatra with a fair prospect of a busier market. Prices are scary, though, and the buyer hangs off to the last minute.

• • •

The trade was shocked at the news last

Wednesday that Louis F. Fromer had died of heart trouble the night before at his home on Long Island. Mr. Fromer had been a large manufacturer and well known in the trade. He had not been in good health for some time, but it was not supposed that his trouble was of so serious a nature, and the news of his sudden taking came as a sad surprise to his many friends.

The dead manufacturer was a native of Austria and came to America when a young man. He traveled for a pipe house and later accepted a position with Morris Jacoby, selling so many cigars for that manufacturer that it was not long before the firm of Jacoby & Co. was formed, Mr. Fromer being taken into the firm.

Later the head of the firm bought out Mr. Fromer who formed a new firm of Fromer & Hirsh, and still later manufactured under his own name alone. This last arrangement continued until about 1903 when the business became a corporation. Since 1896 Mr. Fromer has had his brands made for him by outside factories, operating none himself. His wife survives him.

• • •

The meeting and entertainment which was to have been held last Tuesday night by the Retail Cigar and Tobacco Dealers' Association was postponed until a week from tomorrow night, when the affair will be all the better for the delay. A number of members who hadn't heard of the postponement showed up last week and had a pleasant little chat on association affairs.

• • •

Joseph Berran & Co., cigar manufacturers at Forty-second street and First avenue, have secured the services of Julius Hirsch, one of the best known drummers on the road. Mr. Hirsch will start out in about a week with an assorted line of samples which will include the best known brands of the firm.

A reorganization is taking place in the affairs of the firm of Park & Tilford, and under the new style, a practically new concern will be conducted with H. J. Park, as president. The company will continue to operate its stores at Fifth avenue and Fifty-ninth street at the entrance of the Park and at Columbus avenue and Seventy-second street, the companies retaining the places on a lease.

• • •

In a week the United Cigar Stores Co. will open another store in Harlem. The company has taken a store in the Marion building at Lenox avenue and 125th street, and will furnish it in the usual style. Last Friday represented the fourth anniversary of the United Cigar Stores Co., which was celebrated by the giving of double certificates in all the branches. The original store on Nassau street was also "fixed up" in honor of the occasion.

• • •

The R. Steinecke Co. has announced a change in its affairs. William Roberts, who has been president of the concern since the death of Mr. Steinecke, and Thomas W. Maley, Jr., secretary and treasurer, have succeeded as proprietors of the company and extend an invitation to all their friends and patrons to visit them. Mr. Roberts has been with this company for more than a quarter of a century and is fully calculated to guide it in continued prosperity.

Louis P. Sutter, of Louis P. Sutter & Bro., is back from Amsterdam where he attended all the inscriptions and secured some good Sumatra for his house. John H. Goetz, of John H. Goetz & Co., has also returned from Amsterdam with some good purchases to his credit.

• • •

Argument was heard last week by Judge Wallace in the United States Circuit Court in the habeas corpus proceedings in behalf of Edwin F. Hale, who was taken into custody in contempt of court on account of his refusal to answer questions in connection with the business affairs of McAndrew & Forbes, of which Mr. Hale is secretary. An effort was made to show that this firm was connected with the American Tobacco Co.

Elihu Root, De Lancey Nicoll and John D. Lindsay appear for Mr. Hale, and Henry W. Taft, special assistant United States district attorney for the government.

The main point of the attorneys for Hale was that the grand jury had no right to demand the firm's papers in an investigation involving no charge against anybody. Judge Wallace said he wished to decide the question as soon as possible and asked that briefs be submitted within a week.

CUT-WORMS VERY DESTRUCTIVE.

Richmond Farmers Asking for Means of Destroying Pests.

Richmond, Va., May 29.

There was a very unusual amount of complaint made by farmers at the Tobacco Exchange last week regarding the damage which they say is being done the crops in several counties by cut-worms, and Commissioner of Agriculture George W. Koiner has been asked to supply the farmers with information as to how to rid themselves of these pests.

Professor H. Garman, of the Kentucky experiment station, in discussing how to destroy the worm, says:

"The strip of ground to be used for a bed, and if possible the soil for fifteen or twenty feet on all sides of it should be thoroughly burned over in the fall, say in September or October, and then plowed to destroy vegetation present on it and with it any worms in the ground that may have escaped the fire. Grass and weeds should be kept from it from this time until the tobacco seed is sown.

"When no precaution of this sort has been taken and the young plants are in immediate danger from cut worms a thorough spraying with arsenate of lead (three pounds in fifty gallons of water) will destroy the worms, though if abundant they are likely to do some mischief before this is accomplished. Good will be done by dipping bunches of red clover in paris green water and scattering them about the beds before the young plants come up.

"I have used the word 'spraying' because it indicates the best condition in which to apply poison to plants, but arsenate of lead, unlike paris green, does no injury to plants in any ordinary strength in which it may be used, so that when no sprayer is at hand in may be applied with a watering can. It sticks, too, much better than paris green, so that if it were not for rapid increase in leaf surface, due to growth, one spraying would be enough."

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Always Uniform and Reliable

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Hand-Made CIGARS
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Fine and Domestic Cigars
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"SCOUT" and "OLE VIRGINY"—Good grades of granulated smoking.
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UNIVERSAL COUPONS packed in each package for the consumer. Also FIVE UNIVERSAL COUPONS in each carton of "DARK HORSE," "SILVER MOON," and "BLACK THREADS," for the retailer.
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Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.
DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

U. S. BOARD OF GENERAL APPRAISERS REVERSES BOSTON COLLECTOR OF CUSTOMS IN CASES OF LEWIS, AND BEMIS & CO.

The Board of U. S. General Appraisers in an opinion handed down by H. M. Somerville have sustained the claims of Chas. B. Lewis and Emery Bemis & Co, of Boston, which decision reverses the action of Collector Lyman. The point of the decision is that tobacco imported from Havana and lodged in bonded warehouses before the convention between the United States and Cuba was proclaimed by the President, is subject to the 20 per cent reduction in duties provided for in the convention. The decision in full is as follows:

Each of the importations under consideration consists of tobacco which is shown by the testimony to have been produced and exported from Cuba. The goods were imported in January, 1901, and entered for warehousing in the months of February and May, 1902, respectively. The portions of these entries now under consideration were withdrawn from warehouse on September 6, 1904, more than three years after the date of being placed in bonded warehouse.

While the goods were in bond, however—that is to say, between the time they were entered in bond and prior to the time they were withdrawn from bond—the convention between the United States and the Republic of Cuba was proclaimed by the President on December 17, 1903. This convention has been construed to have become operative and in force on December 17 of said year. The claim urged in each of these cases is that inasmuch as the tobacco in question was produced in and exported from Cuba, it is liable to pay duty only at the rates prescribed by the tariff act of 1897 less the 20 per cent reduction allowed by the reciprocity treaty above named.

Section 2971 of the Revised Statntes, which has a bearing on the question at issue, reads as follows:

Sec. 2971. All merchandise which may be deposited in public store or bonded warehouse may be withdrawn by the owner for exportation to foreign countries; or may be transshipped to any port of the Pacific or western coast of the United States at any time before the expiration of three years from the date of original importation; such goods on arrival at a Pacific or western port to be subject to the same rules and regulations as if originally imported there. Any goods remaining in public store or bonded warehouse beyond three years shall be regarded as abandoned to the Government and sold under such regulations as the Secretary of the Treasury may prescribe and the proceeds paid into the Treasury.

This section was construed by the circuit court of appeal in the case of Anglo-California Bank v. Secretary of Treasury, and was held not to have been repealed by any provision in the McKinley act of October 1, 1890, the Wilson act of Februry 28, 1894, nor section 20 of the customs administrative act ot June 10, 1890, which reads:

Sec. 20. Any merchandise deposited in any public or private bonded warehouse may be withdrawn for consumption within three years from the date of original importation, on payment of the duties and charges to which it may be subject by law at the time of such withdrawal: Provided, That nothing herein shall affect or impair existing provisions of law in regard to the disposal of perishable or explosive articles.

On December 15, 1902, Congress passed an act amending said section 20 by inserting before the existing proviso an additional proviso, as follows:

Provided, That the same rate of duty shall be collected thereon as may be imposed by law upon like articles of merchandise imported at the time of withdrawal.

This law was construed in Mosle et al. v. Bidwell and often has been referred to by the Board in previous decisions.

It was decided in the case above cited (Anglo California Bank v. Secretary) that where certain steel rails had been imported and placed under bond (the warehouse entries having been liquidated under the tariff act of March 3, 1883) and remained in bond over three years, that they are liable to duty under the said act of 1883, and not under the McKinley act of 1890, or the Wilson act of 1894, which were passed subsequent to the lapse of said three years and were in existence at the time of withdrawal. It was held by the court that as the goods had remained in a bonded warehouse beyond the three years after entry, they should be regarded as abandoned to the Government and that the rights and liabilities of both the Government and the importer were fixed at the time of such abandonment.

The existing law at the time of this abandonment was that promulgated in the Cuban treaty, under which the claim is made, which, as we have said, was put in force while the goods remained in bond and prior to the lapse of the three years. If the tobacco had been withdrawn immediately after the Cuban treaty became operative and prior to the lapse of the three years from the date of entry, there could have been no question as to the right of the importer to have had the duties assessed under the provisions of this treaty, under the principles settled in the Mosle case.

When goods are in bond, their importation is regarded as incomplete. They may be withdrawn for exportation, and before withdrawal are subject to any change in the rates of duty imposed by any new tariff enacted by Congress. So, if withdrawn for consumption, the new law controls the rates of duty as fully as if the importation had been made subsequent to said law.

It follows from these principles that the Cuban convention having been put in force while the tobacco was in bond, and prior to the date of abandonment, the rights of all parties as to the dutiable character of the goods accrued on December 17, 190 , and were not affected by the fact of abandonment under said section 2971 of the Revised Statutes above cited.

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Highest Grade
Five-Cent Cigar
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PHILADELPHIA, MAY 31, 1905

HE SELLS CIGARETTES BY HIS POPULARITY.

The American Tobacco Co. seems to have more ways of selling its goods than all the outside manufacturers put together. The Company grinds almost any kind of grist in its mill, and a large part of its success has been due to its constant taking advantage of human nature.

In the current issue of McClure's Magazine is an article by Henry Beach Needham on "The College Athlete." Mr. Needham speaks bitterly of what he calls the growing commercialism in our colleges, and cites a number of instances to illustrate. One of them is the employment by the American Tobacco Co. of James T. Hogan, Yale's famous football captain, to push the sale of the combine's cigarettes in the college clubs.

"Hogan entered Exeter, a poor boy, at the age of 23," Mr. Needham writes. "He had been earning his own living when he set about to complete his education. His ambition was praiseworthy, and Exeter gave him the chance to work his way through the school. Hogan took his preliminary examination to enter Harvard. Harvard joined Yale and Princeton in competition for this great 'prep' athlete. Claim is now made at Cambridge that Harvard lost him because no definite promises would he made. As proof of this contention are cited the facts that Hogan passed all of his Harvard entrance examinations satisfactorily, and that he applied for and was assigned a Price Greenleaf Aid (a scholarship paying about $200 the freshman year). But Hogan went to Yale.

"The career of this athlete has been one of marked success. Hogan, with his room mate, Rockwell, the star quarterback, occupies a suite in Vanderbilt Hall, the most luxurious of the Yale dormitories, which is the 'hangout' for seniors. Hogan has forsaken the eating club he formed in his freshman year. He takes his meals at the University Club. This is an expensive undergraduate organization similar to any social club. The initiation fee and dues are remitted in special cases, however

"Hogan receives $100 a year, the income of the John Bennetto scholarship. In addition, according to the dean, his entire tuition is abated. The baseball association gives to Hogan, Rockwell and another athlete the score card privilege. Hogan's income is further augmented by commissions paid him by the American Tobacco Company, whose agent he is. It is well known about the campus that, through the influence of Hogan, the brands of cigarettes which he sells were placed on sale at 'Mory's,' a New Haven grill room frequented by Yale men These brands are spoken of at Yale as 'Hogan's cigarettes.' It is not to be argued that this employment affects Hogan's amateur standing. The 'business arrangement' is important only as showing the growth of commercialism in collegiate sport."

J. T. Wilcox, secretary of the American Tobacco Co., is quoted in the article as declaring that the scheme was an experiment but that it has succeeded so well that it will probably be inaugurated in other colleges. Hogan gets a commission on every box of cigarettes sold in his territory and he has done well.

It is good business for the American Tobacco Co., and nothing can be argued against that concern. But it seems rather cheap for one of the biggest men in a college to finance his popularity in this fashion. It is fair to presume that the quality of the cigarettes has nothing to do with his efforts, and if some other concern offered him a larger commission, he would doubtless switch his allegiance, and just as enthusiastically praise the merits of the new brands.

That is true of every traveling salesman, but the traveling salesman wins as many friends as he can, solely to sell his goods, and never travels under false pretenses. The college scheme is too much on the order of a famous hero, while the nation was resounding with praises of him, taking advantage of the ovation to push a brand of wine.

ANTI-CIGARETTE LAW STILL FOOD FOR DAILIES.

The famous Indiana anti-cigarette law certainly is toothsome meat for the daily newspapers, and in the comparatively short time since the law has been in operation, there have been about 400 different kinds of stories printed from out the situation. The following is reprinted from a Richmond daily of recent issue:

The unpopularity of the anti-cigarette law in Richmond was clearly demonstrated in Richmond last evening. Not the fact that it disposed of cigarettes but of the fact that it deprived persons of their personal liberty. The occasion in which the demonstration occurred was in the production of the opera "Wang" at the Gennett theatre. Miss Marguerite Clark, one of the stars of the production, in one part of the play is compelled to smoke a cigarette. Miss Clark, last evening, pulled forth a cigarette case and the audience which completely filled the house held their breath in expectancy. Miss Clark held the case in her hand a moment and then opening it took out a sure enough cigarette, the like of which has not been seen in this city for some time Not a sound could be heard in the house as she placed it in her mouth but when she lit the small dream producer the crowd went wild and for a few moments the entire house was in an uproar and some of the poor exfiends out in front endeavored to lasso one or two rings of the fragrant smoke to keep them in remembrance of the occasion. The fact that a tiny little woman defied the State law and smoked a cigarette in spite of it in a public place will go down in history.

The Philadelphia Tobacco Trade.

Here and There With the Retailers

The Retailers Meet.

The regular monthly meeting of the Retail Cigar and Tobacco Dealers' Association was held last Thursday night. Business incident to the picnic at Maple Grove on June 21 was transacted, and the reports of the various committees indicate that the affair will be one long to be remembered.

Among the features will be the giving away of money prizes by a drawing, each purchaser of a ticket receiving a chance. Much interest is being manifested in the ball game between the Arthur Hagan Red Devil team and the United News Co's Invincibles.

The association was shown to be in good condition and as the Board of Trade Committee is formulating new and beneficial features soon to be incorporated, a steady healthy growth is confidently assured.

The time for the awarding of the seven prizes for ideas on how to increase the membership of the association has been extended until June 19, on which date the association will meet to award these prizes, and to complete the arrangements for the picnic Several new members were elected.

James I. Hassan, the hustling dealer at 6633 Woodland avenue, and B. M. Clapp, of Leda fame, spent Sunday at Reading, the guests of John D. Taylor, representative of the Edison cigar in this city. A delightful day was spent riding over the mountains, and the guests were much impressed with Reading and its environs.

In the window of the Moore store at Second and Market streets, is a model of a racing shell made so beautifully and with such faithful attention to detail that it has attracted a constant crowd.

The Saturday specials, at two of the stores near the new United store at Second and Market streets, are moving out well and have proven a good offer.

The store of R. B. Semon, at 131 South Tenth street, presents a very pleasing appearance to the eye of the passer-by, owing to the artistic arrangement of the stock and the store furnishings.

E. G. Steane & Co., the Tenth and Chestnut street dealers, show no signs of moving to the opposite side of the street, although it is still presumed that the removal will shortly take place.

Barney Greenburg, manager of the United Cigar Stores Company's Philadelphia branches, says that business is all that he could ask, and declares that he is kept just about as busy as he wants to be looking after the various stocks.

The opening of Washington Park on the Delaware, has added some business to that already enjoyed by the dealers near the foot of Market and Arch streets. The regular summer transient trade has begun, and especially on Saturday afternoon, business brisks up materially. Many smokers who are going away for over Sunday will step in a store near the ferry and buy enough smoking or chewing to last them until their return.

With Manufacturers and Jobbers.

E. Montero, manufacturer at 1603 Susquehanna avenue, has been for several years engaged in building up good patronage in higher grade goods, among consumers in his immediate neighborhood, and has met with substential success. He now employs about fifteen cigarmakers, and his product ranges in price to box trade from $5.50 to $25 per hundred. Lately he has placed his goods among the retail dealers, and now does a very fair wholesale trade. He is specializing his Bouquet de Montero 10 cents and Pride of Susquehanna 5 cent cigars.

Rubenstone & Fisher, at 202 North Seventeenth street, are now forging ahead on their Union Ribbon 5 cent cigar, which will also soon be placed on the market, Flora Montez, is a brand used on a 6 cent cigar and El Impartial and La Geografia on 10 cent goods. They are building up some western in addition to a good local trade.

Policeman Parker, of the Lehigh avenue station, saw two men one evening last week leave Tresler's cigar factory, on Dauphin street, and gave chase. He captured one, who was carrying sixteen boxes of ten cent cigars and a jimmy. The other man, who had no plunder, escaped.

At the police station the prisoner said he was Robert Smith, and that he had several addresses. This is the second time the factory has been broken into by two men recently, and on each occasion Policeman Parker caught one of the robbers.

The manufacturers are still keeping pretty busy and are making no kick on the number of orders received. Business in town could be better, but the road men are sending in enough to make up for this slight dullness. Collections are better, and the general atmosphere is cheerful.

Sig. C. Mayer & Co., of 417 Locust street, are building up a firm trade on their high grade cigars owing to the enterprising methods of those who look after the business. Especially is the office business kept in shipshape order by George I. Watson, treasurer of the company.

Bayuk Brothers are still having a very large sale on their BB Blunts, which for a five cent cigar is all the money. Ever since this smoke was put on the market

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR **5c.**

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

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THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

the firm has had to increase its factory force to keep up with orders.

A. S. Valentine & Sons have not fully decided yet to what use they will put the first floor of the Seventh street building, which they have just leased, but the offices on the second floor will not be disturbed. It is thought probable that the floor will be used for the shipping department.

Business with Gumpert Brothers is reported good, in fact all that could be asked at this season.

The El Draco Co., at Second and Arch street, is being kept busy these days filling orders on its popular brands. This house is branching out more in the West now, and its brands make a good name for themselves wherever they go.

Leaf Dealers' Jottings.

There is still nothing of great interest in the local leaf situation, some dealers doing a fair business on certain scarce goods, while others haven't any tobacco to sell. There was not much doing in Havana during the week, as buyers don't seem very anxious for this grade of tobacco at present prices. Whenever good stocks of cheaper filler were heard of there was immediate inquiry which in many cases resulted in a sale. The brokers are not finding it easy to get samples of Pennsylvania goods, and are finding those up-the-State packers who have anything on hand to be very independent, as they can well afford to be.

Captain MacIver, Jr., of the customs inspectors made a seizure of Sumatra leaf at the Port Richmond piers last week, and arrested Rudolph Von Ende and Philip Fransea, sailors, both of which men were held in bail and sent to jail. The captured tobacco consists of three bags of Sumatra leaf brought from Holland on the Pennmanor, weighing 140 pounds, the duty on which is $1.85 per pound.

Captain Homewood, of the steamship Pennmanor from which the tobacco was taken, was later taken into custody and given a hearing before Collector Thomas. The latter fined the man $300 because the tobacco was not entered in the vessel's manifest. This fine was protested and will be fought out in court, although the captain gave bond so that his vessel might clear.

Customs Inspectors Hartman and Welsh, who had charge of the Pennmanor, had suspected the two sailors and watched them from the start. Von Ende came from the Viking and was seen assisting Fransea carry the tobacco ashore in bags. He was arrested at once, but Fransea ran away and hid in the hold of the Pennmanor. Word was sent to Captain MacIver, Jr., of the night force, and with Lieutenant Wetzner and Inspectors Sullivan and Barnes he started for the ship at once to look for Fransea. After two hours' search he was found hiding in the extreme lower portion of the vessel's stoke hole.

It is believed that the men belong to a regularly organized band of tobacco smugglers. Fransea claimed to have obtained the tobacco from a Rotterdam firm and said that he was to make a return of $1 per pound.

Theodore Bixby and D. A. Shaw, of the Florida Tobacco Co., were in town last week on their way back from Quincy, Florida, where they have been paying a visit to the plantations of the company. Both gentlemen were very enthusiastic over the way their goods have been moving lately.

L. G. Hauessermann & Sons have just received some fine marks of Sumatra leaf which they purchased out of hand, and which they offer their trade.

B. Labe & Sons are managing to keep pretty busy, and report a good steady demand.

LANCASTER BOOM DIDN'T LAST.

Business is Fair but Few Old Goods Are Obtainable.

Lancaster, Pa., May 29.

The local leaf market is again in normal condition, a moderate and mostly local business only being transacted. The recent spurt was but short, principally it seems, for the reason that goods are not obtainable, that is to say old goods, of which the recent transactions mostly consisted.

The planting of the new crop is now going on and with continued favorable weather, is likely to progress very rapidly. At that particular season of the year when local packers are inspecting their packings with a view of determining as closely as possible, the amount of dam

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WEAVER'S ORIGINAL HAVANA SHORTS
AT
ALL JOBBING HOUSES

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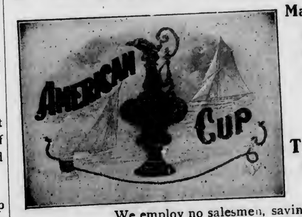

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AMERICAN CUP
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The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

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Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

UNIVERSAL COUPONS

WRITE US TODAY

WRITE US TODAY

THE OLD AND ANCIENT ORDER of independently redeemable coupons has passed away. The consumer is tired of mismated, mismatched coupons that are waste-paper—to him—unless he uses an inordinate amount of one brand or article. Manufacturers, why not give coupons which can be reinforced and supplemented by the makers of cigars, cereals, soap, condensed milk, crackers, canned goods and the hundreds of other people from whom the consumer must eventually obtain his supplies of the necessities, and even luxuries, of life? Can you conceive of a **universal co-operative** coupon which will be redeemable with those of other manufacturers? Your business will be benefited by an interchangeable, yes even a universal, coupon.

If you try to **run your own coupon business,** you will find it **expensive;** you will need more help; you will overstock; you cannot buy right; you have breakage, interest, cartage, expressage, disgruntled patrons, and five per cent. cut clean out of your profits. We do all the work for you; give you an absolutely superior premium, and by our co-operative method **you** share only a part of the expense; cut your premium expenses in half, and double your sales. The profits will look after themselves. You cannot buy Morris chairs by the hundred. If you did, where would you store them? Let us buy the Morris chairs by the thousand, and save you money in buying, storing, and all the other things which go to make up profit and **loss** in the premium business. Remember, you are in business to sell goods. Keep up your product and let others do the giving away at a minimum expense. Let everybody run their own business and leave the premium worry to us. We will sell more goods for you than you thought could be sold. We are **salesmen** of the twentieth century. We will furnish the experience, and your customers do not have to wait years for the dress-suit case, umbrella or desk. No painful filling of stamp books. Our coupons, derived from all sources, **multiply like compound interest,** and are redeemed by us—yours among the rest—in large blocks. You can **never** hope to successfully compete with vast corporations in the premium field; but you **can** become an integral part of **our** system, and derive all the tangible benefits of large merchandizing at a minimum of cost. The value of having a co-operative interchangeable system at your elbow must be apparent to all. If there are details, such as "What will it cost?" write us and receive the fullest possible information by return mail. We have already done so, and intend to cut a great, wide swath in the premium field, and we invite you to become participants in the assured profits. What we want are **results;** and what **you** want are **results.** **Your product is good—why not sell more?** We can **increase your sales without trouble to you** and at very little expense. Try to let our Association butt into your tobacco business for a while, and **watch the results.** What we have done for others, we can do **for you.** The strenuous competition of modern business is handled by us on **"mutual"** lines, for the benefit of all manufacturers.

Our universal coupon is the most valuable premium voucher in the world, and interested parties should make application at once to be enrolled in the Association, as the number of firms represented in the system will be limited. The fullest information, sample coupons, and catalogues showing premiums, etc., will be mailed on application.

Manufacturers' Trademark Association

No. 253 Broadway,

New York City

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut loaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

age which is likely to be shown when the packings shall have been through the fermentation process, there seems always to be a few people, who for reasons not clearly definable, yell murder before they are even touched.

We had an illustration of this not many days ago when a certain individual of this city who is doing a heap more harm to tobacco interests of this section than he ever did it good, set up a howl about the immense percentage of damaged tobacco the new packings were likely to show, judging by the advance inspections which are now being made, which has been a detriment to the packings and to the undoubted injury of holders of tobacco for there was not a scintilla of truth in it.

Every responsible leaf packer in this city will tell you that there never was a packing put up yet that was absolutely perfect, sometimes there being shown, of course, a greater percentage of damage than at other times. While this year is no exception to the rule, yet the conditions of the packings are not nearly so bad as was undertaken to be proclaimed by the alarmist before referred to. On the other hand the amount of damage thus far noticeable would appear to be a trifle less than the average year's results and packers certainly have no reason to feel in the least dismayed concerning the ultimate outcome of the present sweating season, if matters do not go any worse than they are so far.

It is the opinion that the chap who first circulated the false rumor is a fit subject for the Osler treatment and that he has attained the age limit.

The cigar industry throughout this county is in anything but a satisfactory condition. It cannot be said that there is no business for there is lots of it, but it is dragging along in such a way that neither manufacturer, leaf dealer or others are making any actual progress.

In October of 1904 a leaf tobacco warehouse and other buildings belonging to Tobias Hershey, at East Petersburg, were destroyed by fire which is believed to have been caused by the spark of an engine of the Philadelphia & Reading Company, trains of which company run close by. Mr. Hershey, sustained a loss placed at $21,000 and has brought legal preceedings against the company to recover his loss alleging that the defendant company was negligent in allowing sparks to be thrown out from its locomotives. Attorney John M. Groff, is counsel for Mr. Hershey and the suit has caused considerable interest in the local leaf trade.

Wm. G. Kendig, attorney for W. H. McLaughlin, leaf tobacco dealer of this city, has issued an excution in the sum of $525 against H. S. Graybill, a cigar manufacturer of Litiz.

Since the return of A. D. Kilheffer, of Millersville, from his recent trip he has been adding daily to his force of cigarmakers and is now advertising in the Lancaster papers for a dozen or more experienced cigarmakers for steady work.

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market,
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.
of
Baltimore, Md.

JAMES ADAIR,
Successor to ADAIR & REIFF,
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

PIPES

For Wholesale Dealers Only
The CHEAPEST ESTABLISHMENT for
WOOD and CLAY PIPES
Clay Pipes Our Specialty
Write for Catalogue and Prices
I. SCHILZ-MÜLLENBACH
Manufacturer and Exporter
HÖHR, (near Coblenz) GERMANY

Michael Hose A. F. Brillhart
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

THE TASTE TELLS
QUATILITY 5¢ CIGAR
Yes! it is Different
Genl.
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.: THE UNITED NEWS CO. PHILA. Distrib's.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of **CIGAR WRAPPERS, FILLERS** and **BINDERS**
Also **SNUFF TOBACCO** and **BLACK FAT TOBACCO**
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

NATIONAL CIGAR CO.
. . . . OFFICE . . . .
Heed Building, 1215 Filbert St., Philada.
DISTRIBUTORS FOR
GEO. L. STORM & CO., New York
EL NACIONAL CIGAR CO., Tampa, Clear Havana Cigars
MAKERS OF
CLAYTON'S CHAMPION
Bell Telephone: 44-67A Filbert. GEO. E. CLAYTON, Manager.

Trade-Mark Register.

MINER'S SOLACE 14,807
For chewing and smoking tobacco Registered May 17, 1905, at 9 a m, by Raleigh Tobacco Co, Philadelphia, Pa

MIDNIGHT SUN 14,808
For cigars, cigarettes, cheroots, stogies, and chewing tobacco Registered May 18, 1905, at 9 a m, by C Oldendich, Bellevue, Ky

PURA PULLMAN 14,809
For cigars Registered May 22, 1905, at 9 a m, by T S Albright, Reading, Pa

THE ORIGINAL AND CELEBRATED BERLIN TOBIES 14,810
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered May 23, 1905, at 9 a m, by T H Floto, Berlin, Pa

THE SILENCER 14,811
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered May 25, 1905, at 9 a m, by D A Minnich, York, Pa

LA MOVANO 14,812
For cigars Registered May 25, 1905, at 9 a m, by Teller, Kleinsmith & Co, Philadelphia, Pa

NADA MEJOR 14,813
For cigars Registered May 25, 1905, at 11 a m, by Mr Martinez, Germantown, Pa

FRITZY 14,814
For cigars Registered May 25, 1905, at 3 p m, by J L Dimmig & Bro, East Greenville, Pa

PYRUS 14,815
For cigars Registered May 25, 1905, at 3 p m, by J L Dimmig & Bro, East Greenville, Pa

PEACEFUL HENRY 14,816
For cigars Registered May 25, 1905, at 4 p m, by M H Smaltz, Stouchsburg, Pa

GILLELAND'S LEADER 14,817
For cigars cigarettes and cheroots Registered May 25, 1905, at 5 p m, by the Keystone Cigar Store Co, Philadelphia Pa

OLIO 14,818
For cut plug Registered May 26, 1905 at 9 a m, by Raleigh Tobacco Co, Philadelphia, Pa

PRINCESS ENA 14,819
For cigars, cigarettes, cheroots, chewing and smoking tobacco Registered May 29, 1905, at 9 a m, by Brucker & Boghein, Philadelphia, Pa

IDAHO TWIST 14,821
For cigars Registered May 30, 1905, at 9 a m, by C E Bair & Sons, Harrisburg, Pa

BLONTEE 14,822
For cigars Registered May 30, 1905, at 9 a m, by Rubenstone & Fisher, Philadelphia, Pa

REJECTIONS.

Miner's Union, Miner's Friend, Ajax, Grand Mogul, Nufced, Diamond D, Robert G Ingersoll, The Bumper, Lorraine, Sylvie, Bob White, Masono, Aprecio, El Sello, Northern Lights, Bluntee, Cion, Hobo, Paul Revere, Sweet Princess, Lyric.

GOOD RETAIL DEMAND IN BOSTON.

What the Dealers Are Selling Most of at the Hub.

Boston, Mass., May 28.

Summer weather predominated nearly all of the past week, and with the retailers there was quite a demand for panatelas, bouquet ponies and all sorts of short smokes. Business was fairly good. A noticeable uneasiness can be seen on the part of many of the subjobbers, on account of the slashing in prices by our largest American Tobacco Co. jobbers here and there is no telling what may happen next on account of the American Tobacco Co. being the victors in the recent law suits against the trust.

H. C. Traiser & Co have about fifty window displays about the city advertising both their Havana and Pippin cigars.

The R. A. Patterson Co is extensively advertising its Lucky Strike on every available wall or fence, while down Maine this concern is largely advertising its Patterson Seal cut plug.

Jonas Gans, of Gans Bros., New York makers of the renowned William the Fourth clear Havana cigar was in town Thursday calling on Rosenthal Bros. their local distributors. Mr. Gans left town again Thursday night for Worcester, well satisfied with the good sale his cigar enjoys here.

J. A. Pearlston, E. M. Stern and a crew of salesman representing J. Whitelaw & Co, New York, are placing with

SPECIAL NOTICE

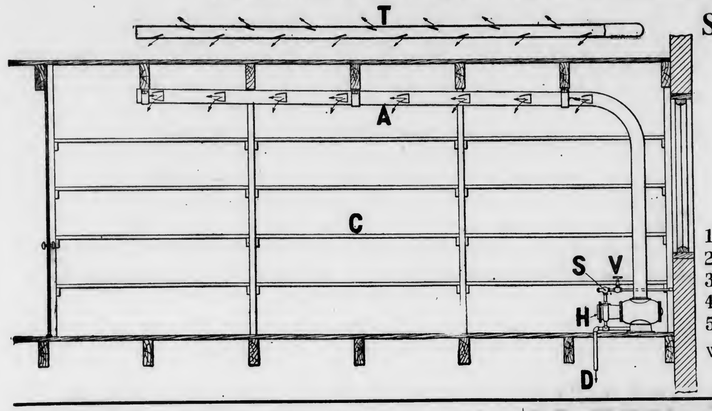
(12½ cents per 8-point measured line.)

EXPERIENCED MAN IN EVERY department of cigar manufacturing is open to position as Superintendent or Foreman in first-class factory. Best of reference. Address, FOREMAN, Box 100, care of Tobacco World, Philadelphia. tf

WANTED—SITUATION AS SALESMAN for a reliable Leaf House, carrying a full line. Thoroughly acquainted, and can give best of references. Address Box 107, Ephrata, Pa. 5-24-h

WILL BUY FOR CASH—TOBACCO Tags, Cigar Bands, etc., redeemable by Florodora Tag Co. Address, TAGS, Box 101, care of Tobacco World, Phila. tf

SCHUTTE & KOERTING COMPANY,
Twelfth and Thompson Sts., Philadelphia, Pa.



SCHUTTE--KOERTING MOIST VENTILATOR,
used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time without deterioration.

PRINCIPAL FEATURES:
1. Low in Cost.
2. Operated by City Water Pressure.
3. Requires No Attention.
4. No Drip Occurs; Humidity Uniform.
5. No Wear and Tear.

We estimate on Complete Humidifying Plants.
Correspondence Solicited.

the trade a new little cigar similar to Leroy called Glorifier. The jobbing price on this brand is $11 less 10 and 2 per cent with 10 per cent additional gratis in goods.

A new cigar manufacturer here is R. A. Dashever, located at 17 Milk street.

Sam Marcuson with the American Tobacco Co. is once more in town, putting out some handsome advertising matter on Hassan the 5 cent cork tip Turkish cigarettes.

S. Strauch, of the Strauch Co., New York, makers of the Hygienic unpasted cigarette tubes, and importers of French cigarette paper, spent the greater portion of the week here visiting the cigarette manufacturers.

On Sunday, May 21, a small fire visited the cigar store of H. E. Lombard, of Court street, the damage done amounting to $150.

Andrew Kelper a cigarmaker in the employ of Frank Smith, 251 Cambridge street, died from hemorrages, in front of the shop Wednesday evening.

E. Sterling a tobacconist from Worcester, Mass., was in town this week. Mr. Sterling reports having had a good trade during the past month and has recently added to his establishment the El Cafe Havana Bouquet cigar from the factory of L. Miller & Sons, New York.

An attractive window display of the Menashi cigarettes holds sway this week at Gorden Bros. cigar emporium, 999 Washington street.

In Springfield, Mass, the closing of the "Lid" will make serious inroads on the profits of most holders of liquor licenses, who assert that the License Commissioner had overlooked altogether the fashionable hotels where wearers of diamonds and rustling silks are served regardless of results. One hotel man stated that the restriction upon the sale of liquor to women would mean the loss of half his cigar stand trade, the fair sex being inveterate smokers of the most expensive brands of cigarettes.

Wm. Norden formerly with T. Rosenbaum & Co. as city salesman for Batchellor cigar has served his connection with that concern, and henceforth will be one of the salesmen of McGreenery & Manning.

H. J. Mandel has leased the store at the corner of Bowdoin and Cambridge streets, and intend to have a first class cigar and periodical store similar to the one he now runs at 49 Howard street. Mr. H. J. Mandel will give his personal attention to the new store while his brother will take care of the Howard street branch.

A visitor in this market last week was A. Ellen a tobacconist of Bangor, Me.

Louis Jeselsohn, wholesale tobacconist has removed from 214 Hanover street to larger quarters at 128 North street.

The Allen Tobacco Co., of New York, intends shortly to place with the trade a cigar packed 3 for 5 cents. According to Ed Leader's opinion it will be a "hummer."

James M. Farren one of the city salesmen for J. McGreenery is doing clever work in placing the Poet panatelas. Mr. Farren is well liked and his many friends greatly assist him.

On or about June 10, Joseph Strauss, of 37 Washington street, will open his new cigar store at 121 Hanover street.

S. A. Frank, representative of L. Miller & Sons, of New York, of Leroy fame spent a few days the past week canvassing Lynn, Mass., with good success.

M. Schlesinger, tobacconist of Worcester, Mass, was in this city on Thursday.

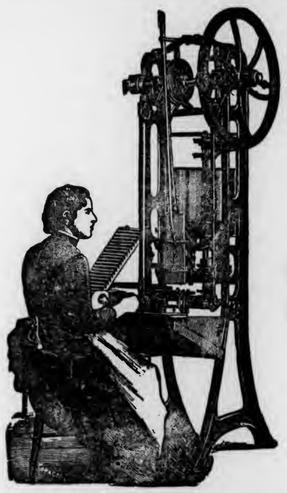
Joe Kramer, manager of B. M. Wollenberger's East Boston store left on a pleasure trip to New York. Joe certainly needs a vacation. BEN ALI.

5c. THE BUCKNELL CIGAR / THE BUCKNELL CIGAR / THE BUCKNELL CIGAR / THE BUCKNELL CIGAR / THE BUCKNELL CIGAR / THE BUCKNELL CIGAR **5c.**
Manufactured by
H. S. HARTMAN, Lancaster, Pa.
Samples Sent to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

L. S. STAUFFER,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.



The PROGRESS
SHORT FILLER
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

Manufactured by

N. H. BORGFELDT,

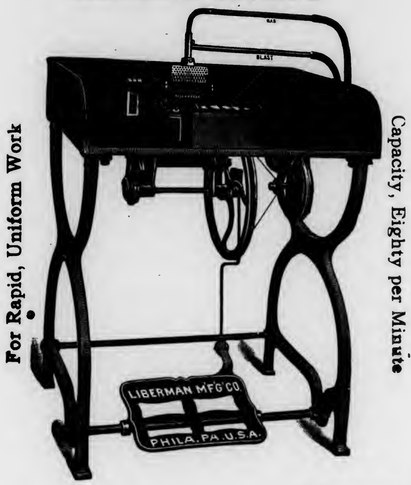
Nos. 341 and 343 East Fifty-Ninth Street,

NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE



For Rapid, Uniform Work

Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade

Manufactured by

Liberman Manufacturing Company

240--42 North Third Street, Philadelphia.

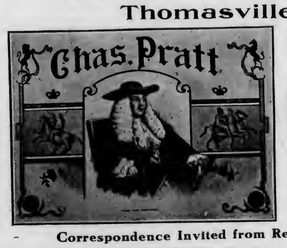
New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

W. H. Snyder & Co.
Windsor, Pa.
Manufacturers of Popular Brands of
Fine and Medium Priced
CIGARS
Correspondence Invited with the Wholesale & Jobbing Trade only

D. W. HUBLEY,
Thomasville, Pa.
Manufacturer of


High-Grade
Seed and Havana
CIGARS
Correspondence Invited from Responsible Houses.

F. B. SCHINDLER

Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

A. D. KILLHEFFER
Maker of

High Grade CIGARS
All Fine Workmanship.
Goods Sold Direct to Jobbers and Dealers. Communicate with the Factory. We Can Save You Money.
No Salesmen Employed.
MILLERSVILLE, PA.

APRIL REVENUE RETURNS AGAIN SHOW AN INCREASE.

From the official reports of the U. S. Internal Revenue Department there is shown an increase of $5,455.44 from the sale of cigar stamps as compared with April 1904. Little cigars have again shown a slight decrease, while cigarettes, snuff and tobacco all show a fairly good increase.

The figures are as follows:

	April, 1904	April, 1905		
Cigars,	$1,593,557.77	$1,599,013 21	Increase,	$5,455.44
Little Cigars,	35,327.61	33,565.92	Decrease,	1,761.69
Cigarettes,	234,833 26	238,048 49	Increase,	3,215.23
Snuff,	99,358 35	111,665.31	Increase,	12,306.96
Tobacco,	1,614,822 31	1,617,886.52	Increase,	3,064.21
Totals,	$3,577,899 35	$3,600,279 45	Increase,	$22,380.15

A comparison of the output for the month of April in 1904 and 1905 shows the following figures:

		April, 1904	April, 1905		
Cigars,	No.	531,185,925	533,004,410	Increase,	1,818,485
Little Cigars,	No.	65,421,500	62,159,900	Decrease,	3,261,600
Cigarettes,	No.	235,610,975	241,167,000	Increase,	5,556,025
Snuff,	Lbs.	1,655,970	1,861,089	Increase,	205,129
Tobacco,	Lbs.	26,913,700	26,964,775	Increase,	51,075

In comparison with the month of March, 1905, the figures are as follows:

		March, 1905	April 1905		
Cigars,	No.	586,746,913	533,004,410	Decrease,	53,742,503
Little Cigars,	No.	69,682,962	62,159,900	Decrease,	7,523,062
Cigarettes,	No.	313,999,600	241,167,000	Decrease,	72,832,600
Snuff,	Lbs.	2,346,355	1,861,089	Decrease,	485,266
Tobacco,	Lbs.	32,954,030	26,964,775	Decrease,	5,989,255

The first four calendar months of the present year, in comparison with the same period of last year, show the following results:

		1904	1905		
Cigars,	No.	1,989,250.145	2,134,735,774	Increase,	145,485,629
Little Cigars,	No.	273,276,668	244,133,362	Decrease,	29,143,304
Cigarettes,	No.	996,934.355	1,088 174,741	Increase,	91,240,386
Snuff,	Lbs.	7,106,871	7,337,348	Increase,	230,477
Tobacco,	Lbs.	100,753,020	111,218,723	Increase,	10,465,703

INCREASE DEMAND IN TENNESSEE.

Sales Will Be Held Oftener and Prices Better.

Memphis, Tenn., May 29.

Owing to the increased demand for tobacco in the west Tennessee and southwestern Kentucky dark tobacco districts, sales will be held every week from now on at the various warehouses controlled by the Planters' Protective Association. Several hogheads of western Kentucky tobacco have been sold at prices ranging from $6.30 to $8.90 for the leaf.

This represents the beginning of the sales of western Kentucky and Tennessee tobacco which was bought early in the season at $5 50 to $7 per 100 by the independents, as well as the trust, as a subtitute for the tobacco produced in the Clarksville, Tenn., dark leaf district. The effort to substitute this tobacco in the foreign field has failed, it is said, because of the vast difference between the types.

As giving some idea of what the firm stand taken by the planters through close organization has done for prices in the Clarksville district, it may be stated that the American Tobacco Co. has purchased on the breaks a hoghead of tobacco at $12,75 per 100 which could have been bought at the same time last year for about one-half of that figure.

The Planters' Protective Association controls 50,000 hogsheads of the dark tobacco crop, which is the bulk of it. Offerings outside of the association are light and mostly of low grade.

MORE TEXAS-MADE CIGARS.

Another Manufacturing Company is Formed in Nacogdoches.

Nacogdoches, Tex., May 28.

The cigar manufacturing industry in this State is steadily increasing and a considerable quantity of Texas grown tobacco is already being used in the product of a good grade of cigars.

A few days ago a number of cigarmakers employed in the Nacogdoches Cigar Factory met and organized themselves into a company for the purpose of growing and curing tobacco, and also to purchase real estate. At this meeting, permanent organization was entered into and articles of agreement signed.

An ideal farm has been purchased and will be known as "The Blue Label Tobacco Plantation." The first crop will be grown next season, which will contain about fifteen acres.

The officers of the new company are: L. P. Demouche, president; C. K. Luden, vice-president; John F. Glaze, secretary-treasurer; directors, H. F. Wilson, C. T. Skoog, O. C. Mickey.

The president, Mr. Demouche, is the general manager of the Nacogdoches Cigar Factory of this city and is an expert tobacco man. The cigarmakers entering the combination are experienced tobacco men as well as cigarmakers.

Rabell, Costa, Vales & Company

Finest Havana

Sole Purveyors, by Request, to the Royal House of Spain.
This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98, Havana, Cuba.
NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.

C. G. SINGLEY, Manheim, Pa.
H. S. WALLICK, York, Pa.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

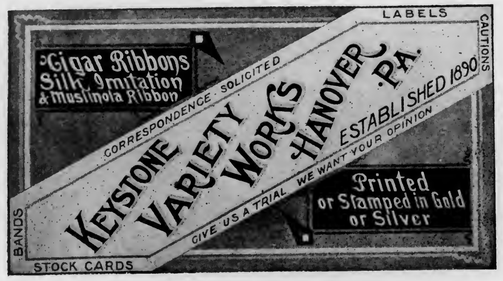
36 East Twenty-second Street, NEW YORK.

HENRY GOTTSELIG & BRO.
Danville, Pa.

Manufacturers of
High Grade
Union Made
Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

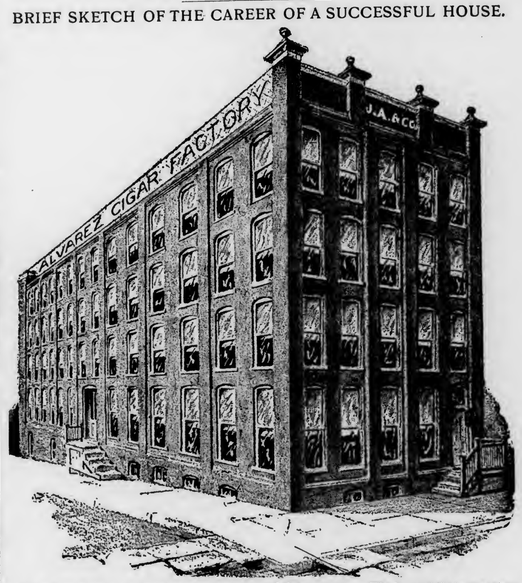


J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

JULIUS ALVAREZ & CO.'S FACTORY.

Model New Structure at Allentown, Pa., Built Specially for Cigar Manufacturing Purposes.

BRIEF SKETCH OF THE CAREER OF A SUCCESSFUL HOUSE.



It is just about eight years since there was hung out in front of a small building in Allentown a small sign bearing this announcement:

JULIUS ALVAREZ & CO.
Manufacturers of
FINE CIGARS

And it was in this humble manner that Julius Alvarez & Co. announced their advent in a field hitherto unexploited in the particular direction and manner in which they proposed to do business—principally by mail. But the methodic and thoroughly systematic way in which they set about it soon made it evident that their plans had been fully formulated and thoroughly thought out before anything in particular was attempted, and then it was done with a vim and energy that fairly astonished many older houses in the trade who marveled at the apparent rapid progress which was made. The merit of their product soon began to assert itself, which together with a system atic method of publicity, promoted the welfare of the young firm at an astonishingly fast rate.

The only deviation from the original principle upon which the business was founded consists of a more elaborate system for marketing its product, by the addition of a force of traveling salesmen and resident agents in various sections of the country. Their rapidly increasing output soon required a practical revolution of the entire plant and its equipment, resulting in the erection, in 1904, of a fine new building, which is herewith shown for the first time in public print, from which it will be readily understood that the new building is a large modern structure, possessing every known improvement and convenience.

This building, which was completed in August of last year, was taken possession of in the following month, and every department is now in complete working order, and is operated to its full capacity. It is a four-story structure, built entirely of brick, and in point of sanitary arrangements and in the matter of ventilation it has been pronounced practically perfect. In addition to its excellent natural light, it is also equipped with electric lighting throughout, electric elevator power, etc.

The interior of the building is uniquely and most conveniently arranged. The first floor is divided into a reception room, private offices, and general offices or counting room for the convenience of the several bookkeepers and stenographers. In addition there is also a well appointed shipping room, with cigar box storage facilities and a label department. A portion of this floor is also set apart and partitioned off by a brick wall, and made into what is known as an up-to-date stock storage vault, for the preservation

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS and DEALERS IN **Leaf Tobaccos**
142 N. Market Street,
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

BRANDS:
"MANO" 10c. Cigar
"Modjeska"
and "La Mano"
5-cent Cigars

H. C. LONG & CO.
Manufacturers of **Cigars,** LEBANON, Pa.

OFFICE:
118 Mifflin Street
FACTORY:
Cor. Maple and Plum Aves.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

W. H. RAAB & SONS
LA CUBANA CIGAR FACTORY No. 463
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio.

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses--- West Milton, O.
Branch--- Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

of finished goods, keeping them in excellent condition for shipping as needed. It is equipped with patented moistening devices, and at the time of the writer's visit contained about 500,000 cigars, all in a perfect state of preservation This is about its capacity.

The basement contains another storage vault of similar size and capacity. Besides this, the basement contains the casing department, resweating rooms and leaf storage facilities.

On the second and third floors are the main workrooms of the cigarmakers, strippers, etc., while the fourth floor contains the splendidly lighted packing department, drying and storage rooms, etc.

The Products.

The products from this factory are of high grade goods only, ranging from clear Havana to nickel lines, and a large variety of styles, shapes and sizes well adapted to meet the peculiar requirements of the firm's increasing business, which covers a large portion of the jobbing trade in the West, New England, Middle Atlantic and Southern States, in each of which sections the trade is being looked after by a personal representative direct from the house.

The Brands.

Among the various brands of this factory which are regarded as its leading sellers are the La Primicia, in clear Havana; Flor de Alvarez, Royal Emblem and La Insignia, in seed and Havana; Quo Vadis, O. I. C., Yours Truly, Santa Clara, First Prize and The Capitol, in nickel goods.

Wholesale dealers and jobbers are cordially invited by this firm to communicate with the factory at any time, and are assured that all inquiries will receive prompt and careful attention.

JOHN SWARTZ DIES.

Well Known Poughkeepsie Jobber Succumbs to Heart Trouble.

John Schwartz, well known tobacco merchant of Poughkeepsie, died suddenly a few days ago at his home on Mansion Square. He succumbed to heart trouble.

John Schwartz was born in Bavaria, Germany, September 9, 1839, and among the prominent citizens of German birth in Poughkeepsie none held a higher place in the estimation of the community. When he was ten years of age he came with his mother to America, landing at New York city, and in January, 1850, the entire family came to Poughkeepsie. He became an apprentice to learn the cigar business with Geo. M. Welker, with whom he remained six or seven years, and on May 1, 1864, engaged in the tobacco business for himself at 315 Main street. He made a success of this enterprise and in 1879 he purchased the store at 313 Main, where he carried on the business to the time of his death. Although having a large retail trade, he was principally engaged in wholesaling, and his goods have been shipped to all points of New York as well as to other States. He has conducted the largest business of the kind in this section.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

The tobacco season is once more upon us. To be sure, only upon a small scale at present, but from this time on it will be growing quite fast, as one grower after another begins to transplant the delicate little things from the plant beds to the open fields. With the cold, drying northwest winds that we have had this last week one would almost think that

RESERVED FOR
IONA TOBACCO CO.
Lancaster, Pa.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
The Smokers' Favorite Brands. RED LION, PA.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

AMERICAN
Leaf Tobacco Co.
INCORPORATED,
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

M. H. Clark & Bro. Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Clarksville, Tenn.

M. D. BOALES,
LEAF TOBACCO BROKER.
Cable Address, "Boales," U. S. A.
Use Arnold's No 5 Tobacco Cipher.
Hopkinsville, Ky.

ATTENTION, TOBACCO JOBBERS!!

Choice Natural Leaf

CHEWING and SMOKING TOBACCO

(UNION LABEL GOODS)

8 and 16 ounce Packages . . . . 20 Cents
2 1-2 ounce Packages . . . . . 21 Cents

GOOD, CLEANED, SEASONED CUT SCRAP

Packed in 5 Pound Cartons. Freight Prepaid. Send for Sample.

READING TOBACCO MFG. CO.,

George W. Green, Prop. READING, PA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

W. R. DAUGHERTY & BRO.
Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

C·M·CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

the little plants would be blown from the soil. The weather has been too cold the last few days for rapid growth, and with the dry condition of the soil it is a little risky and slow in getting started.

Our correspondents write:

Bradstreet, Mass.: "O. Belden & Sons are nearly half through setting tobacco. They raise about twenty acres. Those who have made a beginning are John Brennon, Edgar H. Field, C. W. and Harry Marsh and Walter Langdon. Tobacco setting will be quite general this week. Look out sharp for frost."

"Suffield, Ct.. "Tobacco plants are making a slow growth, the nights are so cool. But a few of our tobacco growers have begun to set their plants, and others are getting the ground in shape, and as soon as plants are ready will begin to set them."

Conway, Mass.: "Tobacco growers have had a hard time to transplant their tobacco at the start this year. Five of the farmers began last week, but the wind blew so and the plants were so tender that most of them perished, so that those having tobacco setters will go right over the ground again. The morning of May 22 themometer stood at 32 degrees, but we are in hopes that the weather may change to a still, damp time."

Montague, Mass.: "A. M. Lyman began setting tobacco May 17, but most beds are about two weeks later. The prospects are for several acres increase this season."

Feeding Hills, Mass.: "Some commenced setting their young plants last week, but all pieces not protected by tents will have to reset this week, as the high cold winds that prevailed whipped the life out of the tender plants."

North Hatfield, Mass.: "Setting has begun a little. Frost Sunday and Monday morning killed some tobacco, potatoes and garden vegetables."—American Cultivator.

EDGERTON, WIS.

There is so little about the closing in of the fag ends of a tobacco crop deserving of mention that it hardly seems necessary to repeat statements made over and over again concerning the gathering in of the few remaining lots in growers' hands, especially as they involve the cheaper grades generally. Some riding is still indulged in and sales coming to notice are:

O. E. Severson, 26cs at 7¼ & 3c asst.
E. Penewell, 4a at 7&3c asst.
T. H. Femrite, 7a at 6½&3c asst.
A. Thompson, 4a at 6¾&3c asst.
O. L. Stenson, 6a at 6½c.

Among packers there is a moderate amount of business being done, the cheaper grades being especially in demand. W. T. Pomeroy & Co. purchased 150 cases of fillers of a Stoughton concern, and H. T. Sweeney sold a car load of low grades.

The weather so far is much too cold for rapid growth of the plant beds, which in fact have made but little progress for the past two weeks. Warm days are specially needed now to bring them on for the usual transplanting season.

Shipments 200 boxes.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

With good prizing and handling weather deliveries have been full at the prizing houses, and warehouse receipts for the week were 1,300 hhds.; offerings on the breaks were 313 hhds.; and public and private sales were 469 hhds.; nearly all new tobacco.

The quality and order both showed improvement which gave a strong market, and rejections were few in number.

The Planters' Protective Association continues steadily its samplings, which go forward to its buyer. The association is having the 1905 crop signed to it for sale.

The weather continues showery, and planting has gone on steadily, and the larger half of the intended crop has been set. The usual complaint of damage by cut worms comes in from the country.

The frequent rains have swollen all of the water courses.

For new tobacco we quote:

Low Lugs	$3.50 to $4.00
Common Lugs	4.25 to 4.50
Medium Lugs	4.50 to 5.00
Good Lugs	5.00 to 5.50
Low Leaf	5.00 to 6.00
Common Leaf	6.25 to 7.00
Medium Leaf	7.50 to 8.50
Good Leaf	9.00 to 10.50
Fine Leaf	11.00 to 13.00

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF
Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
HIGH-GRADE
Domestic CIGARS
Hanover, Pa.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
D'allastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS
Correspondence with Wholesale and Jobbing Trade Invited.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make **SCRAP Filler, Ready for Use.**
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

COMBINE WON'T HELP?

Indiana Cigarette Smokers Must Get Themselves Out of Trouble.

Terre Haute, Ind., May 26.

While no arrests have been made in Terra Haute of men and boys violating the cigarette law, there have been numerous arrests in other cities.

In a number of cities men have been encouraged, it is alleged, to violate the anti-cigarette law in order that their cases might be taken to the Supreme Court. In numerous instances, it is said, the violators were committed on the advice and in collusion with lawyers who wish to attract the attention of the tobacco trust, from which it was believed financial support would be received.

Now comes the information that the tobacco trust does not care for the anti-cigarette law. The trust attacked similar laws in Tennessee and Iowa and failed. The Indiana law is said to be far safer from attack than the acts of either Tennessee or Iowa. The trust recognizes that it is beaten and does not intend to squander money in Indiana on lawyers and briefs. The trust will do considerable cigarette business through the mails and will rest on its oars.

The men who have submitted to arrest and have been fined will be left to fight their battle alone.

RICHMOND TOBACCO BOOM.

But Farmers in That Section Distressed by Cut Worms.

Richmond, Va., May 26.

An encouraging and decided change in the condition of the tobacco market prevailed here yesterday. Prices were higher and finer grades of wrappers sold from $40 to $50, about the best prices of the week.

Planter Martin, of Caroline county, received $50 for his lot of wrappers. B. W. Palmer sold two lots for another farmer for $40. Some grades sold low.

One of the finest lots of sun-cured product offered for sale today was that of J. M. Bell, of New London, Caroline county. Mr. Bell is a brother of J. W. Bell, of Central Point, Va., who sold a lot of tobacco here about two weeks ago for $66, averaging $20 on 5,000 pounds. A lot of sun-cured tobacco belonging to Mr. Grant, of Louisa, averaged $25.

Silas Shelburne & Son's warehouse sold 70 packages on the exchange, the highest price being $50.

All good, rich wrappers offered by Shelburne & Son sold high, the market being very low on medium to good fillers. The sales of these classes are very unsatisfactory to the planters.

Farmers from the surrounding counties are much wrought up about the damage being done to tobacco by what they call the "cut worms."

John Pickett and T. J. Whitiker, of Caroline county, and James F. Wright, of Louisa, who have been here looking after the sale of their product at the Tobacco Exchange declare that the worms have done incalculable damage to crops in their counties.

C. L. Gray, of Caroline county, does not think that the next crop will be as large as that of the last year. He, too, is much exercised about the damage being done by the worms.

CIGARS DETERIORATING IN LONDON.

A report comes from London to the effect that many Americans are complaining of the inferior quality of the cigars sold in many places in the British metropoles.

It is alleged that some brands which have been favorites for years past have deteriorated during the last two years. Clerks in at least twenty shops say the statement is true. Retailers allege that the goods put on nowadays are lighter in weight and that prices are higher than two years ago.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

E. A. CÁLVES & CO. IMPORTERS OF **HAVANA** 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

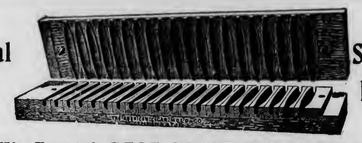
W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader:
WEALTH PRODUCER. **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

Vertical Top  Solid and Durable
We Furnish BEST GRADE CIGAR MOLD.
Our Prices are the Lowest.
Sample Sections Free.
THE AMERICAN CIGAR MOLD CO.,
1935--1937 Western Avenue, Cincinnati, Ohio

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs
H. S. SOUDER
Engraving Embossing
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

Wm. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 548-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively
JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.
Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product
is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only

Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,
Manufacturer of

Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc
JOHN A. SAUL,
CORRESPONDENCE SOLICITED. 1e Droit Building, WASHINGTON, D. C.

THE OLD SALESMAN'S MUSINGS.
(Concluded from page 5)

into his private car, the engine gave a demure little toot, and started off. And all night the outfit sped around the track, while its owner softly slumbered, a sweet smile on his face. And I suppose he is still doing it, if the story is true.

Whether it is or not I have no means of knowing, but I have seen case after case, where a man's health suffered severely from such a change. Two instances in particular that came near home, are those of two men, relatives of mine by marriage. They are pretty well along by this time, and the lives of both have been spent on the road. They are brothers, and lately, one of them decided that he would like to settle down and become acquainted with his family.

He secured an office job, and thought everything was just lovely. But it is an actual fact that after the novelty had worn off, the man began to pine away until he got so he would spend all his time moping and brooding, until he was no good to himself or anyone else.

He was used to traveling, it suited him, he had done it all his working years, and it was too late to change. He went back to the road, and there never has been a happier man in the world than this one the day he started with his samples.

The other has not so fortunate an ending. He is a pretty old man, and it was decided that he would be better off the road than on. He came in and worked in the office, and the thing acted in precisely the same way. But this man brooded so often over the fact that his road days were over for all time, that he finally had to take his bed, and at this moment he is a very sick man, with a poor chance of ever being anything else. His heart is always following the course of his route, and he is as pathetic a sight as could be.

So that is the penalty which the man who jumps a sample grip around the country must pay. Some day he must bring his samples back for the last time, and enter upon a period of listlessly waiting for the final call.

THE OLD SALESMAN.

WEATHER-CROP BULLETIN.

Department of Agriculture's Weekly Report on Tobacco

Washington, D. C., May 26.

The latest weather-crop bulletin issued by the Department of Agriculture reports that tobacco plants are plentiful in Kentucky, and transplanting continues in that State as well as in Indiana, Maryland, and North Carolina. Considerable has been planted in Virginia, but the soil is too wet, locally, for this work. The crop is suffering from lack of proper cultivation in North Carolina, and the weather has been unfavorable for plants in Ohio.

In New England the the tobacco crop is reported as good to excellent. Taken by States, the report is as follows:

Pennsylvania—Tobacco plants thrifty but backward.

Maryland—Tobacco being transplanted.

Virginia—Considerable tobacco planted but land too wet locally for this work.

North Carolina—Tobacco crop generally good suffering from lack of proper cultivation.

South Carolina—Tobacco promising.

Tennessee—Tobacco plants growing well.

Kentucky—Tobacco setting continues as ground permits, plants plentiful, some damage by insects.

Indiana—Tobacco plants transplanted.

Ohio—Weather unfavorable for tobacco plants.

Business Changes, Fires, Etc.

Illinois

Evanston—Chas Stineback, cigars, etc; sold out

Indiana

Indianapolis—Barl Bros, cigars; sold out;——Rinehart Weber, cigar manufacturer; real estate deed $1,700

Marion—Leroy Weaver, retail cigars and tobacco; out of business

Iowa

Muscatine—Arthur J Wagner, cigars, etc; bill of sale of one-half interest, $1,500

Kentucky

Paducah—Brown & Shelton, cigars and tobacco; assigned

Massachusetts

Athol—Guiseppe Natanelick, tobacco, etc; chattel mortgage, $185

Michigan

Kalamazoo—Baxter & Marston, cigars, tobacco, etc; D U Baxter, individually, chattel mortgage, $625

Missouri

St Louis—Edward H Weiler Cigar Co; filed articles of corporation; capital stock $20,000

New Jersey

Jersey City—Libow—Chrystol, cigars; chattel mortgage, $437——Harry Selman, cigars, etc; chattel mortgage, $868

Ohio

Cincinnati—Chas E Halley, manufacturer and leaf tobacco; succeeded by Hill, Halley & Co——Van Wert, O J Corned, wholesale cigars and tobacco; O J Corned dead

Pennsylvania

Philadelphia — Duncan & Moorhead (inc), wholesale cigars; Jacob M Duncan, president, dead

Pittsburg—Israel Myers, cigars, etc; execution, $387; closed by sheriff

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
ENGRAVING EMBOSSING
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 Lawrence St. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

THE AMERICAN TOBACCO CO. NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively
JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.
Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

THE GLOBE CIGAR CO.
Manufacturers of Seed & Havana Cigars
For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,
Manufacturer of
THE CELEBRATED

Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
Correspondence Solicited. Le Droit Building, WASHINGTON, D. C.

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

into his private car, the engine gave a demure little toot, and started off. And all night the outfit sped around the track, while its owner softly slumbered, a sweet smile on his face. And I suppose he is still doing it, if the story is true.

Whether it is or not I have no means of knowing, but I have seen case after case, where a man's health suffered severely from such a change. Two instances in particular that came near home, are those of two men, relatives of mine by marriage. They are pretty well along by this time, and the lives of both have been spent on the road. They are brothers, and lately, one of them decided that he would like to settle down and become acquainted with his family.

He secured an office job, and thought everything was just lovely. But it is an actual fact that after the novelty had worn off, the man began to pine away until he got so he would spend all his time moping and brooding, until he was no good to himself or anyone else.

He was used to traveling, it suited him, he had done it all his working years, and it was too late to change. He went back to the road, and there never has been a happier man in the world than this one the day he started with his samples.

The other has not so fortunate an ending. He is a pretty old man, and it was decided that he would be better off the road than on. He came in and worked in the office, and the thing acted in precisely the same way. But this man brooded so often over the fact that his road days were over for all time, that he finally had to take his bed, and at this moment he is a very sick man, with a poor chance of ever being anything else. His heart is always following the course of his route, and he is as pathetic a sight as could be.

So that is the penalty which the man who jumps a sample grip around the country must pay. Some day he must bring his samples back for the last time, and enter upon a period of listlessly waiting for the final call.

THE OLD SALESMAN.

WEATHER-CROP BULLETIN.

Department of Agriculture's Weekly Report on Tobacco

Washington, D. C., May 26.

The latest weather-crop bulletin issued by the Department of Agriculture reports that tobacco plants are plentiful in Kentucky, and transplanting continues in that State as well as in Indiana, Maryland, and North Carolina. Considerable has been planted in Virginia, but the soil is too wet, locally, for this work. The crop is suffering from lack of proper cultivation in North Carolina, and the weather has been unfavorable for plants in Ohio.

In New England the the tobacco crop is reported as good to excellent. Taken by States, the report is as follows:

Pennsylvania—Tobacco plants thrifty but backward.

Maryland–Tobacco being transplanted.

Virginia–Considerable tobacco planted but land too wet locally for this work.

North Carolina—Tobacco crop generally good suffering from lack of proper cultivation.

South Carolina—Tobacco promising.

Tennessee—Tobacco plants growing well.

Kentucky—Tobacco setting continues as ground permits, plants plentiful, some damage by insects.

Indiana—Tobacco plants transplanted.

Ohio—Weather unfavorable for tobacco plants.

Business Changes, Fires, Etc.

Illinois

Evanston—Chas Stineback, cigars, etc; sold out

Indiana

Indianapolis—Barl Bros, cigars; sold out;——Rinehart Weber, cigar manufacturer; real estate deed $1,700

Marion—Leroy Weaver, retail cigars and tobacco; out of business

Iowa

Muscatine—Arthur J Wagner, cigars, etc; bill of sale of one-half interest, $1,500

Kentucky

Paducah—Brown & Shelton, cigars and tobacco; assigned

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Athol—Guiseppe Natanelick, tobacco, etc; chattel mortgage, $185

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40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
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COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
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ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855.
Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

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Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
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WISCONSIN & OHIO
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SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

VIRGINIA

PERIQUE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

National Cigar Clipper

It Clips a V in Ends of Cigars---

A LITTLE vest pocket instrument for the smoker that puts a V in ends of cigars—neatly—accurately—without breaking wrapper, no matter how dry or brittle the cigar is.

It doesn't bite and pull and squeeze; but cuts "shear ways," the common sense way—a way that can't dull the the cutter and disfigure the point of cigar.

Design is elegant—nothing like it on the market anywhere Finest tool steel—nickel plated, and polished.

Makes an effective and lasting piece of advertising for the cigar manufacturer and distributer because of its ability to attract attention—its utility and durability.

The dealer can't put a better selling novelty before a smoker. Hits two ways,—snug profit when sold—fetching advertising with name on.

Sample 15 cents. Dozen lots without ad. $1.25.

Gross lots without ad. $14.00; with ad. if not more than three lines, three eighth of an inch long, $16.50.

NATIONAL SELLING CO., Allentown, Pa.

Maybe not today or tomorrow, but some day soon

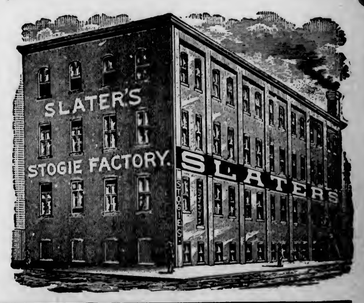
You'll need them quick!
Note the address-
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.

Manufacturers of Hand-Made

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



E. ROSENWALD & BRO.

THE TOBACCO WORLD

ESTABLISHED IN 1881 Vol. XXV., No. 23. | PHILADELPHIA and NEW YORK, JUNE 7, 1905. | ONE DOLLAR PER ANNUM. Single Copies, Five Cents

GET ACQUAINTED WITH US!

It will be a Step in the Right Direction.
We Import Our Own Sumatra.
We Handle Everything in Leaf, both Wholesale and Retail.
We Guarantee Satisfaction, and Ship on Approval.
Our Mail Order Business Reaches All.
In short, We are After Your Business on the Long Run.

L. G. HAEUSSERMANN & SONS

Importers, Packers, Wholesalers and Retailers of

CIGAR LEAF TOBACCO,

No. 240 Arch Street, Philadelphia

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

—THE TOBACCO WORLD—

MANETO CIGAR

GUMPERT BRO'S. Manufacturers

VIRTUE LIBERTY AND INDEPENDENCE

114 N. 7th St. Philadelphia

Try the **Rugby**—try it! That isn't asking much of you. We promise you'll like it. Then if you don't sell it, it will be because you don't trust your own judgment

STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

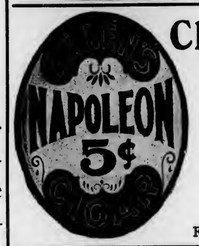
"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAVING A GOOD DEAL
Samples sent to Reputable Distributors

Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

LORD LANCASTER, 10c.

Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.

NICKELBY, 5c.



Channing Allen & Co
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

STANDARD OF ALL HAVANA CIGARS

CLEAR HAVANA

Marcello

Most Popular All Havana Cigar Made

KEY WEST CIGARS

DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

CHALLENGES COMPARISON

White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

E. A. CALVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

EXPORT OF CIGARS FROM CUBA.

Statistical Bureau at Havana Publishes Statement for Nine Months.

Washington, D. C., June 3.

Consul General Guenther, at Frankfort, Germany, has written to the Department of Commerce and Labor the following regarding the exports of cigars from Cuba for the last nine months of 1904.

Since April 1, 1904, the statistical bureau at Habana has published monthly statements of the exports of cigars, which shows the name of the manufacturers and the destination of the product. According to these data the exports during the last nine months of 1904 were as follows:

Whither Exp'd.	Exported by trust factories. Number.	Exported by independent factories. Number.
England,	33,740,000	32,801,000
United States,	28,446,000	16,976,000
Germany,	11,562,000	12,525,000
Canada,	2,530,000	2,540,000
Other countries,	10,348,000	17,242,000
Total,	86,626,000	82,084,000

These figures show that 51.3 per cent of the total exports came from the trust factories and 48.7 per cent from the independent concerns. When the trust was formed the trust factories supplied about 75 per cent—according to the statement of the trust itself, 85 per cent—of the total exports. It is therefore evident that the trust, up to December 31, 1904, has lost at least 30 per cent—more than 50,000,000 cigars—in trade.

The Frankfurter Zeitung says that while the exports of the independent factories to the United States are not very great, it should be borne in mind that the trust, in consequence of its almost complete monopoly of the trade in cigars, cigarettes, and smoking and chewing tobacco, exerted great pressure upon American importers and dealers, and, besides, shipped several millions of so-called reciprocity cigars and cigars of very low grade. If these millions of trust cigars had been deducted, the showing of last year would have been in favor of the independent factories. From all appearances the attempted monopolization of the cigar trade of Habana is not a success.

BURLEY COMMITTEE CAN'T AGREE ON PLANS.

Cincinnati, O., June 1.

Archibald Stewart, who was in Lexington to meet with the Ways and Means Committee of the Burley Tobacco Growers' Company for the purpose of devising a plan to secure the money to finance the organization this year, is back in Cincinnati this morning, the committee having failed to agree on any of the plans suggested by the Cincinnati promoter.

Another meeting will be held in the near future, but several members stated that it now looked as if the committee was hoplessly hung, and would be unable to agree on the plans so far outlined.

TO BE OR NOT TO BE.

Des Moines Sports Don't Know Whether They Will Keep Cigar Machines.

Des Moines, Ia., June 3.

This city is still wrestling in the throes of the cigar machine problem, and it is now believed that the authorities may follow the example of those in Portland, Oregon, who some months ago, after throwing the machines out of all cigar stores, tacitly allowed the dealers to put them in again, with the understanding that they would be jacked up every three months and fined for violating the law.

Whether the Des Moines officials will work it in this Yankee fashion or not remains to be seen, but unless Mayor Mattern sets his foot down flat, some scheme will be devised to regulate the number of machines.

The majority of dealers seem to be favorable to the machines, nearly all of which pay in cigars, and say that they increase business. They also say that the authorities should not raid these practically harmless devices, and allow big gambling houses to run under cover, but known to all sporting men as is the case now.

The officials most interested, so far as can be learned, have no special objection to the machines, if they can be limited. The undesirable thing would be for every cigar store in town to get them in, which it is argued, has always proven disastrous.

Police Judge J. A. Mathis advocates regulating the machines and collecting a monthly fine, "just," as he explains not very complimentarily, "as is done with disorderly houses." By this scheme the city would get a very satisfactory revenue.

Mayor Mattern has not yet come out in any definite statement, and has evidently not completely made up his mind, as to what will be the best thing to do. Meanwhile the sports are trying hard to throw all sixes and royal flushes.

HERE'S RED TAPE FOR YOU.

In its last issue, Printers' Ink prints the following regarding the registration of labels, etc.

Korea has no trademark registry law, but protects trademarks in a unique way. The agent of the British and American Tobacco Co. recently visited the American Consul at Seoul, Korea, and asked to have the company's trademark registered in that country. The consul succeeded in having an imperial proclamation issued, forbidden the counterfeiting of the labels of this company and the use of its boxes for containg spurious goods.

NEW FACTORY IN CHASE CITY, VA.

The banks of Chase City, Va., are receiving stock subscriptions for a new tobacco factory to be erected there. Among those interested are: S. C. Adams, president of the Interstate Tobacco Growers' Association; B. D. Adams, of Red Oak; C. Gordon, of Union Level, and W. D. Norvell, W. H. Jeffreys, Jr., N. H. Williams and W. F. Clark, Chase City.

SECRETARY TAFT OFF JULY 1.

He and His Party will Leave for Philippines to Look Things Over.

Washington, D. C., June 6.

Secretary Taft and his party will leave for the Philippines on July 1 and commence a junket which may be of very great significance to the tobacco trade. Secretary Taft goes ostensibly to interpret to the Filipinos some of the laws which the United States is preparing to enforce, but it goes without saying that this father of the Philippines will neglect no opportunity to further the interest of his pet Curtis bill, which he failed to have passed at the last session of Congress.

The Filipinos have been complaining of some of the new laws which they do not understand, an important instance of which is a new set of internal revenue laws which taxes many of the chief commodities of the island, including tobacco, cigarettes and matches. These articles have always been free of these taxes in the islands and the islanders cannot understand why they should be taxed. It is the first step toward ultimate free trade between the islands and the United States.

Secretary Taft declares that this principle would be advocated more heartily at the present time by the administration were it not for the fact that the treaty of Paris gives to Spain equal trade rights in the islands with the United States for a period of ten years after the signing of that treaty and that inasmuch as it is expected that during those ten years Spain and the United States will almost corral the commerce of the Philippines, it is manifest that a promulgation of free trade at this time would practically deprive the Philippine government of all revenue from customs.

It is in looking forward to the time when the goods of the United States are admitted free to the islands that the revenue laws now opposed in the islands were prepared. Tobacco, being one of the principal products of the islands, can always be depended upon to yield a large revenue, which in time may be expected to take place of revenues now derived from taxing American goods.

LYNN, MASS., IS A BUSY TOWN.

Money is Easy and Cigar and Tobacco Trade is Doing Well.

Lynn, Mass, June 3.

The shoe factories here are working full force and have plenty of orders on hand to keep them busy for some time. The General Electric Co. whose massive plant is located in West Lynn is also working full time. Lynn is a great town for union made goods, and Dills, Lucky Strike, Sensible, Central Union, Kozy, Big John and many other brands of union made tobacco are in public favor.

J. N. Pike & Co., wholesale tobacconists, operate also retail cigar stores both here and in Salem, Mass., and enjoy a good trade.

Davis & Young, druggists, have two stores here, and keep a full line of all the popular cigars.

W. F. Greene, druggist at Franklin street corner Western avenue, retails all 10 cent cigars at 7 cents, 3 for 20 cents, and all 5 cent cigars at 3 for 10 cents.

C. S. Bird, proprietor of the Post Office Pharmacy also has a store in West Lynn. Mr. Bird recently took hold of El Cafe, the popular 5 cent cigar.

J. W. Doty, of 3 Andrew street, has a pool room adjourning his cigar store and carries a large assortment of both domestic and imported cigars. The Grumbler 5 cent cigar is a favorite with many of Mr. Doty's patrons.

A. S. Hovey runs one of the neatest cigar stores here. Among his leaders in clear Havana goods is the Regenburg American Principee de Gales and various brands of R. A. Bachia & Co. clear Havana. A window display this week of Berkley clear Havana little cigars retailing at 30 cents a package is drawing much attention.

Tucker & Co., wholesale tobacconists, report a good trade on little cigars such as Leroy, Telonettes, Golden Eagles, etc.

BEN ALI.

ONE PROSECUTOR COMPLAISANT.

Goshenites Can Smoke Cigarettes to Their Heart's Content.

Goshen, Ind., June 2.

Indiana's cigarette law is not enforced in Elkhart county. When the law went into effect there was a general concealment of the outlawed article. Recently a young man, member of a farmer family, was in the city to attend church. As he walked down the street smoking a cigarette Marshal Banta stepped up and ordered him to throw it away, with the advice that arrest would follow the second offense.

The next day Prosecutor Hile announced that the law did not apply to cigarette smokers, and there was no prosecution. Attorney General Miller has stated that the law is constitutional and applies to the cigarette smoker as well as the dealer. But Prosecutor Hile is fixed in his views and states that there will be no prosecutions.

A few evenings ago a young man sat next to Marshal Banta in a cigar store. While he sat watching a game of "pitch" several persons decorated his broad-brimmed hat with cigarettes, sticking them in his hat band and around the rim. Then they added a cigarette premium card. Banta later marched up the street in all the splendor of his decorations.

There is a great deal of cigarette smoking in seclusion and little in public. The non-smokers feel that it wouldn't cost Prosecutor Hile anything to change his mind and come to an agreement with the legal views of the attorney general.

The Price Cigar Co., of Benton Harbor, Mich., has been incorporated with a capital of $3,000.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
—THE TOBACCO WORLD—

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

Try the **Rugby**—try it! That isn't asking much of you. We promise you'll like it. Then if you don't sell it, it will be because you don't trust your own judgment
STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

EISENLOHR'S Cinco CIGARS Philadelphia

As Clean as the Food You Eat
Vesper CIGAR

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

NAPOLEON 5¢
Channing Allen & Co
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4886-A.

STANDARD OF ALL HAVANA CIGARS
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEYWEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

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Other countries,	10,348,000	17,242,000
Total,	86,626,000	82,084,000

These figures show that 51.3 per cent of the total exports came from the trust factories and 48.7 per cent from the independent concerns. When the trust was formed the trust factories supplied about 75 per cent—according to the statement of the trust itself, 85 per cent—of the total exports. It is therefore evident that the trust, up to December 31, 1904, has lost at least 30 per cent—more than 50,000,000 cigars—in trade.

The Frankfurter Zeitung says that while the exports of the independent factories to the United States are not very great, it should be borne in mind that the trust, in consequence of its almost complete monoply of the trade in cigars, cigarettes, and smoking and chewing tobacco, exerted great pressure upon American importers and dealers, and, besides, shipped several millions of so-called reciprocity cigars and cigars of very low grade. If these millions of trust cigars had been deducted, the showing of last year would have been in favor of the independent factories. From all appearances the attempted monopolization of the cigar trade of Habana is not a success.

BURLEY COMMITTEE CAN'T AGREE ON PLANS.

Cincinnati, O., June 1.

Archibald Stewart, who was in Lexington to meet with the Ways and Means Committee of the Burley Tobacco Growers' Company for the purpose of devising a plan to secure the money to finance the organization this year, is back in Cincinnati this morning, the committee having failed to agree on any of the plans suggested by the Cincinnati promoter.

Another meeting will be held in the near future, but several members stated that it now looked as if the committee was hoplessly hung, and would be unable to agree on the plans so far outlined.

TO BE OR NOT TO BE.

Des Moines Sports Don't Know Whether They Will Keep Cigar Machines.

Des Moines, Ia., June 3.

This city is still wrestling in the throes of the cigar machine problem, and it is now believed that the authorities may follow the example of those in Portland, Oregon, who some months ago, after throwing the machines out of all cigar stores, tacitly allowed the dealers to put them in again, with the understanding that they would be jacked up every three months and fined for violating the law.

Whether the Des Moines officials will work it in this Yankee fashion or not remains to be seen, but unless Mayor Mattern sets his foot down flat, some scheme will be devised to regulate the number of machines.

The majority of dealers seem to be favorable to the machines, nearly all of which pay in cigars, and say that they increase business. They also say that the authorities should not raid these practically harmless devices, and allow big gambling houses to run under cover, but known to all sporting men as is the case now.

The officials most interested, so far as can be learned, have no special objection to the machines, if they can be limited. The undesirable thing would be for every cigar store in town to get them in, which it is argued, has always proven disastrous.

Police Judge J. A. Mathis advocates regulating the machines and collecting a monthly fine, "just," as he explains not very complimentarily, "as is done with disorderly houses." By this scheme the city would get a very satisfactory revenue.

Mayor Mattern has not yet come out in any definite statement, and has evidently not completely made up his mind, as to what will be the best thing to do. Meanwhile the sports are trying hard to throw all sixes and royal flushes.

HERE'S RED TAPE FOR YOU.

In its last issue, Printers' Ink prints the following regarding the registration of labels, etc.

Korea has no trademark registry law, but protects trademarks in a unique way. The agent of the British and American Tobacco Co. recently visited the American Consul at Seoul, Korea, and asked to have the company's trademark registered in that country. The consul succeeded in having an imperial proclamation issued, forbidden the counterfeiting of the labels of this company and the use of its boxes for containg spurious goods.

NEW FACTORY IN CHASE CITY, VA.

The banks of Chase City, Va., are receiving stock subscriptions for a new tobacco factory to be erected there. Among those interested are: S. C. Adams, president of the Interstate Tobacco Growers' Association; B. D. Adams, of Red Oak; C. Gordon, of Union Level, and W. D. Norvell, W. H. Jeffreys, Jr., N. H. Williams and W. F. Clark, Chase City.

SECRETARY TAFT OFF JULY 1.

He and His Party will Leave for Philippines to Look Things Over.

Washington, D. C., June 6.

Secretary Taft and his party will leave for the Philippines on July 1 and commence a junket which may be of very great significance to the tobacco trade. Secretary Taft goes ostensibly to interpret to the Filipinos some of the laws which the United States is preparing to enforce, but it goes without saying that this father of the Philippines will neglect no opportunity to further the interest of his pet Curtis bill, which he failed to have passed at the last session of Congress.

The Filipinos have been complaining of some of the new laws which they do not understand, an important instance of which is a new set of internal revenue laws which taxes many of the chief commodities of the island, including tobacco, cigarettes and matches. These articles have always been free of these taxes in the islands and the islanders cannot understand why they should be taxed. It is the first step toward ultimate free trade between the islands and the United States.

Secretary Taft declares that this principle would be advocated more heartily at the present time by the administration were it not for the fact that the treaty of Paris gives to Spain equal trade rights in the islands with the United States for a period of ten years after the signing of that treaty and that inasmuch as it is expected that during those ten years Spain and the United States will almost corral the commerce of the Philippines, it is manifest that a promulgation of free trade at this time would practically deprive the Philippine government of all revenue from customs.

It is in looking forward to the time when the goods of the United States are admitted free to the islands that the revenue laws now opposed in the islands were prepared. Tobacco, being one of the principal products of the islands, can always be depended upon to yield a large revenue, which in time may be expected to take place of revenues now derived from taxing American goods.

LYNN, MASS., IS A BUSY TOWN.

Money is Easy and Cigar and Tobacco Trade is Doing Well.

Lynn, Mass, June 3.

The shoe factories here are working full force and have plenty of orders on hand to keep them busy for some time. The General Electric Co. whose massive plant is located in West Lynn is also working full time. Lynn is a great town for union made goods, and Dills, Lucky Strike, Sensible, Central Union, Kozy, Big John and many other brands of union made tobacco are in public favor.

J. N. Pike & Co., wholesale tobacconists, operate also retail cigar stores both here and in Salem, Mass., and enjoy a good trade.

Davis & Young, druggists, have two stores here, and keep a full line of all the popular cigars.

W. F. Greene, druggist at Franklin street corner Western avenue, retails all 10 cent cigars at 7 cents, 3 for 20 cents, and all 5 cent cigars at 3 for 10 cents.

C. S. Bird, proprietor of the Post Office Pharmacy also has a store in West Lynn. Mr. Bird recently took hold of El Cafe, the popular 5 cent cigar.

J. W. Doty, of 3 Andrew street, has a pool room adjourning his cigar store and carries a large assortment of both domestic and imported cigars. The Grumbler 5 cent cigar is a favorite with many of Mr. Doty's patrons.

A. S. Hovey runs one of the neatest cigar stores here. Among his leaders in clear Havana goods is the Regenburg American Principee de Gales and various brands of R. A. Bachia & Co. clear Havana. A window display this week of Berkley clear Havana little cigars retailing at 30 cents a package is drawing much attention.

Tucker & Co,, wholesale tobacconists, report a good trade on little cigars such as Leroy, Telonettes, Golden Eagles, etc.

BEN ALI.

ONE PROSECUTOR COMPLAISANT.

Goshenites Can Smoke Cigarettes to Their Heart's Content.

Goshen, Ind., June 2.

Indiana's cigarette law is not enforced in Elkhart county. When the law went into effect there was a general concealment of the outlawed article. Recently a young man, member of a farmer family, was in the city to attend church. As he walked down the street smoking a cigarette Marshal Banta stepped up and ordered him to throw it away, with the advice that arrest would follow the second offense.

The next day Prosecutor Hile announced that the law did not apply to cigarette smokers, and there was no prosecution. Attorney General Miller has stated that the law is constitutional and applies to the cigarette smoker as well as the dealer. But Prosecutor Hile is fixed in his views and states that there will be no prosecutions.

A few evenings ago a young man sat next to Marshal Banta in a cigar store. While he sat watching a game of "pitch" several persons decorated his broad-brimmed hat with cigarettes, sticking them in his hat band and around the rim. Then they added a cigarette premium card. Banta later marched up the street in all the splendor of his decorations.

There is a great deal of cigarette smoking in seclusion and little in public. The non-smokers feel that it wouldn't cost Prosecutor Hile anything to change his mind and come to an agreement with the legal views of the attorney general.

The Price Cigar Co., of Benton Harbor, Mich., has been incorporated with a capital of $3,000.

INTENTIONAL SECOND EXPOSURE

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
D&T
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

BENJ. LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of *Havana and Sumatra*
AND
Packers of *Seed Leaf* **Tobacco**
232 North Third St., Phila.

LEOPOLD LOEB & CO.
Importers of **Sumatra and Havana**
AND
Packers of **Leaf Tobacco**
306 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**
118 N. 3d St. Phila.

J. S. BATROFF,
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
21st N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.
Y&N

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
Title & Design Registered.
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

IT IS TIME THIS FAKE IS EXPOSED.

When the average layman, passing along the street, sees an Italian or a small boy stoop and pick up a cigar or a cigarette butt and put it in his pocket or in a bag with some others, he believes that the boy or the man is a scavenger collecting material for some cigar manufacturer.

This belief is fostered by the daily newspapers, either wilfully or through careless ignorance, until probably seven out of every ten persons outside the trade, believe that cigar manufacturers re-use these filthy stinking butts. Could any belief be more silly?

A case in point is illustrated by an article which appeared in an issue of the Brooklyn Citizen a few days ago, which paper is by no means alone in the printing of such stuff. In fact both reporter and news editor usually take it for granted that butts are used in re manufacture and write and edit their "story" from that viewpoint. The article is as follows:

For picking from the sidewalk and streets all the cigar and cigarette butts they could find along lower Fulton street seven boys at 5 o'clock this morning were arrested by plain clothesmen Christian and Peterson of the Adams street station. The boys are Frank Culivar, 9; his brother James 8, of No. 461 Adelphi street; Jas Larkey, 8, of No. 481 Adelphi street; Frank Mocase, 10, of No. 4 Front street; Frank Quale, 10, of No. 31 Front street; Salvatore Lombardo, 10, of No. 27 Front street, and his brother Eugene, 12 The lads were arraigned in the Children's Court this morning before Judge Wilkin.

The boys have made a practice of rising early in the morning for the purpose of hunting butts. After collecting a large quantity of the cast-off tobacco the lads said they sold it for 15 cents per pound. They would not tell, however, to whom they had been selling the butts.

The boys reaped the largest harvest in front of theaters and saloons.

Agent John Ludecke of the Children's Society said that this practice was a means of spreading disease, inasmuch as the butts which were thrown away and picked up by the boys were often smoked by persons who had consumption. The disease might be acquired by smoking cigars that are made by dealers to whom the boys sold the cigars.

There have been other articles printed in The Tobacco World pointing out the carelessness of daily newspapers in publishing statements that cause and nurse misapprehensions. This is another important instance, for it harms every cigar manufacturer, more or less, and deceives sensible people, who, knowing nothing of tobacco manufacture could not be expected to perceive at once how fallacious such a proposition is.

In making a cigar or cigarette from fragments of old ones, half smoked and thrown away, one of two things would result. Either the new cigar would have the distinctive butt odor in such a strong degree as to cause instant detection, or the manufacturer in eliminating that odor has destroyed the nicotine, thus rendering the tobacco tasteless, and hence, out of the argument.

Many smokers never relight a cigar that has gone out, no matter how little a proportion of it may have been smoked, on account of the offensive smell, and the difference of taste noticeable. This odor never leaves as long as any of the cigar remains, and would stick to the butt through all the rejuvenation process unless overcome by chemicals, which, as I said, would also take all the life out of the tobacco.

I suppose, of course, everybody in the cigar trade knows this, and pays no attention to such stories as these when they come out in the newspapers. Other persons don't know it, though, and those who are opposed to the tobacco business on moral principles find a text ready made to hand.

I should think, though, any sensible person ought to realize that the health authorities would never permit such a thing, which would undoubtedly spread all kinds of diseaee.

Of course the butts are collected, and in walking along the streets of a city, you are likely any day to see the scavenger at his work. They are also sold, but seldom at so much a pound, and never to a manufacturer. Certain smokers, naturally not of a very high order of society, break the butts up and smoke them in their pipe. Such smoking doubtless has a gaminess of flavor which has its appeal, but I don't think I would care for any in mine.

The sale is usually made at the rate of so many for a cent, and the butts are usually bought in by what might be called a tobacco butt jobber, on a small scale, who sorts them over according to length,

(Concluded on page 38)

Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

IF YOU WANT to be in HAVANA
Smoke **CAMELA** 5c. Cigars
MADE BY
HENRY HEYMANN'S SONS
Office, No. 614 Betz Building, Philadelphia.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia.
Hollard's

F. V. ESHLEMAN,
1600 Arch Street, Philadelphia,
MAKER OF

HAVANA CIGARS
A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

THE REALM OF THE RETAILERS

ACTOR-CLERK BOOMS BUSINESS.

THERE is a cigar store on Broadway, New York, that has done a largely increased business since the employment of a certain clerk about two months ago. This clerk, until he secured his present job, was an actor; not a great actor, or a particularly poor one, but a man who had been all over the country and has played a good many character parts. His health began to fail a few months ago, and his doctor told him that he would have to quit the road for at least a year, and do something where he could live and sleep regularly.

The actor pleaded that he didn't know anything else, and that he hadn't saved enough money to keep him a month. But he had to quit all the same, and by pure accident he heard that a clerk was needed suddenly at the Broadway store, and applied for the job.

The actor has a rather distinguished appearance, and he applied for the job in such a peculiar way, that the proprietor forgot to ask him whether he had had any experience. The actor said:

"I haven't been used to living on the wages you have been accustomed to pay, but I can always manage to live on just as little or as much as I am worth. If it becomes evident to you that your trade has increased after I have been here awhile, are you willing to pay me accordingly?"

The cigarist is a sensible man, and such a proposition as this appealed to him. He agreed, and in the two months, the man has had his pay raised twice, and is now getting a pretty fair salary. When he was an actor, the man made it a point to absorb as much of all he saw as he could. He learned all he could of men and manners, in order to make good his character work. He found time to keep posted on racing, pugilism, baseball, all men's sports in fact, and could make about as good an impression in the first five minutes as any man you ever saw.

One of the first days he was in the store, the proprietor overheard him talking to an old Southerner who occasionally came in to buy a cigar. He bought his cigar this time, and when he produced the dime, the clerk gave a little bow and said:

"Thenk y, suh."

The customer perked up a little, and made a remark. The clerk answered with a dialect from 'way down in Alabama. That started the ball, and in ten minutes he had sold the man a box of cigars and received a promise from him that he was going to send two or three "Cunnells" around.

A Westerner came in a little later, some sporting men, and so on and so on, and whenever he could, the ex actor clerk regulated his conversation to his customer. In nearly every case he sold more than he otherwise would have, and without saying or doing anything that was likely to mix him up in a break later. He works along that plan today, and is always the suave, courteous, well-informed gentleman. He represents the difference between the intelligent salesman and a dummy, and he has learned enough about the stock to save any loss on account of inexpert handling.

The proprietor, is much pleased with his bargain, for his box trade has increased, and he is beginning to get orders from clubs. He is only afraid that it is too good to last.

• • •

CIGAR DEALERS AS TICKET BROKERS.

IT IS rather odd that the practice of selling theatre tickets in cigar stores at bargain rates, has not become more prevalent outside of New York, although it could not be carried on to entirely the same profitable extent in any other city, owing to the absence of some of the favorable conditions.

On Sixth avenue, New York, below Thirty third and for a good many blocks down, nearly every cigar store has a sign offering "theatre tickets." Each store has a large number of regular customers for these, who are also always sending transients around to the store, so that a very tidy business is done.

The man who wants tickets, stops into one of the stores and looks the list of theatres over, tickets for which may be had. These comprise a majority of the best houses in the city, although when a certain house is doing an exceptionally fine business, there are likely to be no tickets for sale in these stores, as practically everything that is sold there is what is termed in theatrical parlance "paper," that is, complimentary.

Some of them may be given for the placing of lithographs in windows, some for other privileges, and many of them will have been given here and there by the press agent of the show for various reasons. The recipient may not want to or may not be able to avail himself of the tickets, so he brings them to the cigar store. Here they will sometimes bring as much as half price, sometimes more. When the tickets are for a certain date, and a customer stops in a few minutes before the performance is to commence for which the tickets are good he can get them for about a quarter of their face value, as otherwise they would probably not be used.

This has grown to large dimensions, and the theatres apparently do not object. As a matter of fact they frequently profit from the scheme. A young fellow who has to economize and refuses to patronize the "peanut gallery" but who can't pay $1.50 or $2 for a seat, will go to the cigar store, buy admission tickets for fifteen or twenty five cents, and then go to the theatre, and for a half dollar or seventy-cents more, get a reserved seat.

There is no doubt that the scheme could be worked in every large city, but it would have to be done in a more limited way, as no other city has anything like so many theatres, nor are so many complimentary tickets given away.

CHARACTER BY CIGARETTES.

A MEXICAN writer gives the following rules for judging character by the manner in which cigarettes are smoked:

He who smokes his cigarette down to the bitter end is either a miser or an egotist. Out of each ten, nine are misers.

He who smokes fast without ever taking the cigarette from his mouth is hot tempered, jealous, of strong character and quarrelsome.

Those who knock off the ashes at short intervals have something on their mind or are worrying over their bad luck.

Those who play with their cigarettes until they burn their fingers or their tips are either poets or newspaper men. Out of every ten, eight are newspaper men and two are poets.

Those who carry their cigarettes delicately between the index and the middle finger are first-class liars, and the truth is not in them.

Those who puff out the smoke in big clouds enjoy good health.

Those who blow it out in thin, little streams are invalids or lazy.

Those who take great pains to prevent the ashes dropping from the cigarettes are foolish and weak-minded.

Those who smoke in front of the ladies have never read a work on good manners.

The ladies who smoke believe in exercising the rights of men.

And those who do not smoke at all have the best sense and health of all.

• • •

ALSO RETAILERS' PARADISE.

HOLLAND is the smoker's paradise. Not only is the climate one which almost compels indulgence in tobacco, but the fragrant leaf may be had in abundance and at small cost.

The humidity of the climate leads naturally to continual smoking, and so common is the habit that instead of measuring distances by miles it is customary for the boatmen to declare a place to be so many pipes distant.

On entering the house of a friend a cigar is offered you, the host sees that you are kept well supplied during your visit, and a fresh cigar upon leaving is as necessary as a hat. Old friends are not permitted to depart until their cases have been refilled, and the necessity for this becomes apparent when it is known that a smoker usually lights his fresh cigar from the stump of the previous one, keeping one in his mouth continually.

Pipe smokers are equally devoted to their habit, taking their pipe to bed with them and only lay it down when they become sleepy. Should they awake during the night they indulge in a short smoke before going to sleep again, and they always light their pipes before getting out of bed in the morning.

In spite of this devotion to tobacco there are few who feel any harmful effects, and physicians declare that the habit is actually beneficial.

DINGY STORES.

WHY is it so many retailers in the cigar and tobacco business are content with dingy, uninviting looking stores? Give a drug store the same general appearance, as far too many cigar stores have, and there wouldn't be a pill sold. Sometimes it isn't untidiness, or dirt, but just that dingy look, caused perhaps by a careless or unintelligent arrangement of stock.

The man may have new goods, and plenty of room to show them, and yet nothing in the place will look worth buying. If a dealer realizes that he is not capable of making his place look smart, he will find that it is much cheaper in the end to hire somebody to supply him with ideas, than to keep on letting his store look like despair. Nobody buys anything in a place like this unless there is no other store in sight, and the dealer who is content with that class of business would be much better off working in a mill.

• • •

ANOTHER GIRL CLERK.

A RETAIL tobacco company managing a number of branch stores throughout Milwaukee has introduced a novelty in the employment of a young woman clerk in one of them, that in the New Insurance building. She says, she likes her job very much. She says: "The men in these four buildings on this street are among the best in the city and they all treat me as perfect gentlemen should. The store was started three weeks ago. It is going to be fixed up, the walls touched up, the window projected for a show window, new fixtures and lights, a big rug, and made pretty all over."

During this conversation a slick young fellow dropped in and asked for "a good nickel cigar." "This is a fine nickel cigar," said the clerk, shoving out a box. The customer obediently took what was passed him and went out. "We do a good business," said the clerk.

• • •

PIPES COMING INTO FAVOR.

"THIS summer is going to see a great increase in pipe smoking," said a tobacco salesman in a Kansas City store. "The custom has been growing quietly for months. We did not notice its rapid increase so much on account of the demand for pipe tobacco as from the sale of the pipes. Better quality pipes are in request, $3 and $4 being given readily for the imported brands, and a steady preference being shown for the curved stems with the plain black mouth-pieces. Plug cut tobacco is the best seller and the public is refusing to look at the mixtures common in the New York and London market. There is probably no city in America with a lower aggregate sale of cigarettes than Kansas City. But if you watch the streets for the next month you will notice the increase in the pipe smokers. The custom is not being engineered any. I guess it's just the desire for a change."

Protect Your Customers and Increase Your Business

A customer who occasionally pays on account gives the following reason for preferring to trade with a merchant who uses a National Cash Register:

"I would go out of my way to trade with a merchant who uses a National Cash Register. I have had so much trouble because my account has not been credited when I have paid money on account and I have been asked so many times to pay a bill which I knew had been paid.

"The National Cash Register owned by Mr. Hardy records all money I pay on account at the time I pay it. It is impossible to credit that payment to anyone else. For further protection I receive a receipt printed automatically by the register when the money is received and recorded."

A National Cash Register increases your trade and your profits by preventing mistakes and avoiding disputes with customers.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

*I own a*_____. *Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

Name _____

Address _____

No. Clerks _____

Please Mention The Tobacco World

SHORT TALES OF DRAMATIC INDIANA—No. 1

The two men stole softly up the street. They stopped opposite a low, forbidding archway and gazed furtively about them. It was dark and still.

One man put his mouth to the other's ear.

"Are you sure this is the place, Jim?" he whispered.

"Ay, sure enough, Frank; I've been here too often to mistake it," was the bitter answer.

The pair glided silently up the dark alley until they reached a door. It was complete night, but the leader did not hesitate.

"Follow me closely now, Frank, and don't stumble," he breathed over his shoulder.

He pushed back the door and the two passed through. A long corridor, traversed amid Stygian gloom, and another door.

Beyond this steps, downward, and a faint light glimmering at the end of a long, sable vista.

"Keep your heart, Frank," said the leader hoarsely.

Down they went and on and on in the darkness, until the light grew more and more material and they at last found themselves opposite still another door, this time of heavy iron.

The man in front clanged a massive knocker, and a sinister boom resounded a response. A tiny hole was opened in the portal.

The leader uttered some strange words, there was a sound of stiff bolts, and the door swung open.

The men passed in. They were ushered into an inner apartment and finally to a private room, in which there was no opening or exit save the one door.

The servitor gave them a key, bowed and withdrew.

The door was slammed to after him, and with feverish hands, Jim shot the bolts and the key-lock. He passed over to the table and throwing himself upon a chair drew from an inner pocket a small package.

"At last! At last!" he sighed in an ecstacy of anticipation. The other man was following his example, and as the dim light gleams fell on their fluttering fingers, the packages discovered themselves.

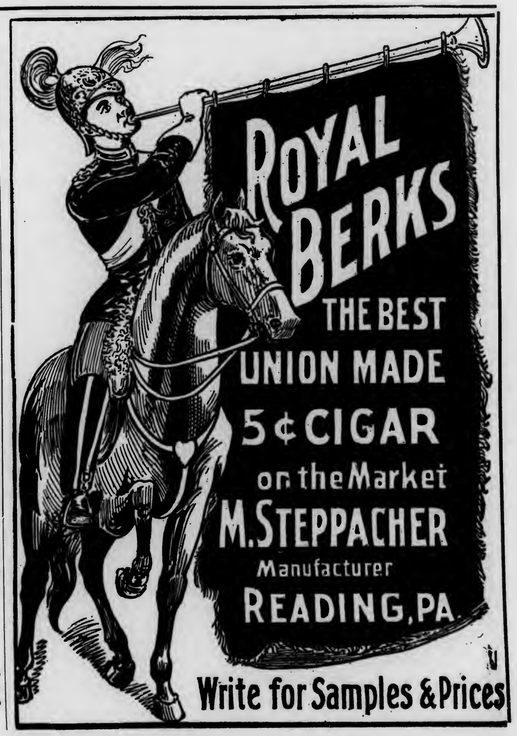
They were Sweet Caporal CIGARETTES!

Almost in a frenzy of impatience the men lighted the small rolls and fell back in their chairs with a tremendous inhalation of relief. For a time they smoked in silence, and then Jim turned his pale, heavy-lined face to the other.

"It is terrible!" he exclaimed, "it is awful, how a strong man can let himself go like this!" Tears of self-pity rolled down his cheeks.

"I smoke seven a day, now," he said, weakly.

—On the island of Porto Rico 14,000 acres are devoted to the growing of tobacco, and the annual yield is 12,000,000 pounds.



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BREMER BROS. & BOEHM,
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GEO. W. BREMER, JR.
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Importers, Packers and Dealers in
Leaf Tobacco

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J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB — EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. — SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

IMPORTER OF
S. Weinberg, Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

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Sumatra and Havana
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LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

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No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

TRANSACTIONS IN HAVANA MARKET SHOW INCREASE.

New Remedios Will Be Short of Last Year's Insufficient Crop and Buyers of This Grade Will Have to Pay Stiff Prices For a Year to Come. New Vuelta Abajo is Fine.

[Special Correspondence of The Tobacco World.]

HAVANA, May 29, 1905.

While business in the Havana leaf tobacco market remains quiet, there was still an improvement over the previous week, and the transactions reported show an increase. The last lot of prime Santa Clara, first capadura, of the 1904 crop (in first hands) was sold finally to an American exporter at $55 per qq. and this closes out Remedios tobacco in the Havana market, excepting what the few American exporters may hold for their wants; otherwise there is not a sprig left, so to speak, of first and second capaduras.

Some escojidas may start this week in the country, and when the first lots arrive here something more will be known about the quality. That the quantity under the most favorable conditions can hardly reach last year's insufficient crop is now a foregone conclusion. As high prices have been paid for the tobacco in bundles and nearly everything is bought up in the country, buyers of this style of leaf next Fall, must be prepared to pay high figures, or do without it.

Any Northern manufacturer who has to figure upon using Remedios for his cigars had better lay in enough stock now, as in all likelihood prices will be higher, rather than lower, for the next twelve months. The new Vuelta Abajo leaf which has reached the market so far, is unexceptionally fine and suitable for the clear Havana cigar manufacturers in every respect.

Should the majority of the later receipts turn out as good as the early ones, there can be no complaints, although as every crop has good, poor and indifferent tobacco, the 1905 growth cannot be counted upon to form an exception to the rule. The Partido variety is also very favorably spoken of, and will undoubtedly give some very choice light colored wrappers.

Semi Vuelta in bundles has been paid for at very stiff figures in the country, and the packers comment upon it in glowing terms as to its superior quality, although the quantity is stated to be smaller than last year.

The new Vuelta Abajo and Partido wrappers are commencing to sell, in small lots so far, as only a few complete vegas have arrived, but in August and September the annual heavy sales are expected to take place. New Vuelta Abajo Colas were bought up at a fair price, as the opinion is gaining ground that there may not be enough to go around this year for the cigarette industry, in case the Spanish Regie should need this style of goods later on this year.

Sales

were 2,247 bales last week, consisting of 1,503 Vuelta Abajo, 419 Partido and 325 bales of Remedios. The American buyers took 1,036, local manufacturers 1,103 and European exporters 108 bales.

Buyers Come and Go.

Arrival—Richard Sichel, oi B. Rosenblueth, and Arturo Ruiz, of Arturo Ruiz, New York; C. F. Koop, manager of the Manicaragua Tobacco Co., Manicaragua; Antonio Rico, of El Arte Cigar Co., Tampa.

Departures—Antonio Santaella and Antonio Rico, for Tampa; Vicente Muniz, for Spain.

Havana Cigar Manufacturers

are beginning to note an improvement in their orders, particularly from the United States, as far as the independent manufacturers are concerned, and the situation has never been better than it is now. Last week alone, four factories received orders amounting to half a million cigars, amongst which were the Partagas H. Upmann, Romeo and Julieta and Sol Factories.

The bombastic praise of Don Gustavo Bock by the trust in a pamphlet and in some newspapers in the United States, as the most intelligent and most notable manufacturer, that is or will be, must be taken as a satire, or otherwise the trust must think the intelligent readers are nothing but ignoramuses.

The Havana cigar industry was founded before Don Gustavo Bock ever came to Cuba and the notable men who created the fame were: Anselmo Gonzalez del Valle, Julian Alvarez, Antonio Caruncho, Ramon y Antonio Allones, Jose Gener, Larranaga, Manuel Valle, H. Upmann, Juan Runken, Jaime Partagas, Alejandro Villas, Pedro Bances, Juan Romero, Segundo Alvarez, Perfecto Lopez, Juan Valle, Pedro Roger, Manuel Garcia, Alonso and Gumersindo Garcia. The present men at the head of the independent manufacturers are at least equal if not superior, in intelligence to Don Gustavo Bock. Enrique Runken and Teodoro Gabarde, of the H. Upmann factory, Ramon Cifuentes and Jose Fer

LUIS MUNIZ — MANUEL MUNIZ — HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

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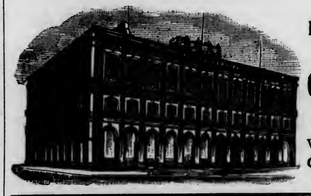
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Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

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Sobrinos de Venancio Diaz,
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Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

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(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA.

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Packer and Exporter of Havana Leaf Tobacco
Vuelta Abajo and Partidos a Specialty
Dragones 94, HAVANA CUBA
Special attention paid to tobacco suitable for the American market

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IMPORTERS OF

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BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA
FABRICA DE TABACOS AMAT VICTORIA CUBAM LUIS MARX HABANA
SOL and LUIS MARX
Consulado 91, HAVANA.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA
Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
83a Amistad St., Habana, Cuba.
Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

PARTAGAS
Independent Cigar Factory
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

MANUEL LAZO
Almacenista de Tabaco en Rama
Remates a Specialty
English Spoken Telephone 6146
199 MANRIQUE HAVANA

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
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Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

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POR LARRAÑAGA
Trade Mark Registered
Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

nandez, of the Partagas, Pepin Rodriguez, of the Romeo and Julieta, Manuel Lopez, of the Punch, Calixto Lopez, of the Eden, Antonio J. Rivero, of the Por Larranaga, Pablo Quadreny and Francisco Abella, of the La Escepcion; Jesus Vales, of Ramon Allones, Carlos Behrens, of Sol, Rafael G. Marquez, of High Life, and others too numerous to mention here. A fact is, that with Don Gustavo Bock as President of the Havana Tobacco Co the output has constantly diminished, while the independent manufacturers have come to the front, so the latter are pefectly satisfied to let the trust continue with Don Gustavo Bock in the chair, as they feel strong enough to paddle their own canoes and win the race.

H. Upmann & Co. shipped 450,000 cigars last week of their own and other independent manufacturers. They continue to be very busy and have good orders.

Cifuentes, Fernandez & Co. are likewise busy, and orders are coming in regularly. Your correspondent saw some bales of the new San Luis leaf just coming from the country when he called. One vega, El Retiro, was particularly fine in aroma, silky in leaf and of light colors. No wonder the Flor de Tabacos de Partagas & Co. are selling better and better every day, when the owners employ only the choicest Vuelta Abajo leaf grown in Cuba.

Sol received some very good orders from the United States, England and Germany, and therefore Behrens & Co. had to seat more cigarmakers this week.

Por Larranaga, Ramon Allones and Cruz Roja, Calixto Lopez, and J. F. Rocha & Co., of El Crepusculo, are all doing a fair business in accordance with the season of the year.

Exports per steamship Mexico were 2,955,856 cigars.

Buying, Selling and Other Notes of Interest.

J. Bernheim & Sons were the heaviest buyers this week, as they purchased more than 600 bales of old and new Remedios and Vuelta Abajo leaf.

B. Diaz & Co. sold 400 bales of new Vuelta Abajo.

Sobrinos de A. Gonzalez disposed of 300 bales of old and new Vuelta Abajo, and are receiving weekly large shipments from their different packings in the country.

Fernando Gutierrez & Co. closed out 300 bales of Vuelta Abajo and Partido to local and Northern buyers.

G. Salomon y Hnos. made sales of 223 bales of Vuelta Abajo, Partido and Remedios. They were the heaviest shippers per steamship Mexico, as they forwarded 679 bales.

Jose Menendez turned over 235 bales of new Vuelta Abajo.

Rodriguez Bautista & Co. sold 140 bales of Vuelta Abajo.

Sierra & Martinez made some transactions, amounting to 128 bales of Vuelta Abajo.

Aixala & Co. disposed of 100 bales of their excellent Tumbadero (new crop) escojida.

Muniz Hermos & Co. have already received 300 bales of their Remates packing and some few bales of their Montezuelo escojido.

Antonio Suarez is receiving steadily now 100 bales or more from their Vuelta Abajo and Partido packings per week, and states that he is very well satisfied with the yield so far and the fine quality of the new tobacco

Jorge & P. Castaneda have made some transactions of their superior Tumbadero packing of San Antonio de los Banos, but would not state any futher particulars.

Jose H. Cayro e Hijo shipped 66 bales of Vuelta Abajo and Partido last week to their customers. Don Jose has just returned from the country and is very much satisfied with his late purchases, which together with their escojidas are arriving in weekly lots.

Jose F. Iribarren is now busy at his escojida at Dragones 94.

Joaquin Hedesa will start his escojida in two weeks from today.

S. L. Goldberg & Sons are receiving regular shipments from the country every week from their Vuelta Abajo and Partido escojidas.

Voneiff & Vidal Cruz are very busy, as Don Pancho Vidal Cruz is almost constantly in the country securing the best vegas to be had, in order to be able to fill the future wants of their customers.

Manuel Lazo is continuously receiving parts of the vegas from his escojidas and purchases made by him in the Vuelta Abajo.

Gonzalez & Co. are going to do a big business this year in Remedios, as Don Ignacio Gonzalez has personally, in conjunction with their buyers, supervised all the purchases made so far, which ought to yield some 8,000 bales in all. They will make three escojidas, one in Sancti Spiritus, another at Placetas and the third one in the town of Remedios.

Ramon Cifuentes & Co who handle only the finest lowland Vuelta Abajo, have received the first few lots from San Luis and Martinez, which are superfine in every respect, as your correspondent can testify to from personal inspection. The total shipments from Havana last week were 3,160 bales of which the several United States ports received or will receive 3,052, while 108 bales were destined for Germany.

Receipts From the Country

	Week Ending May 27. Bales	Since Jan. 1. Bales
Vuelta Abajo	5,729	24,402
Semi Vuelta	397	2,212
Partido	1,271	6,592
Matanzas	9	22
S. Clara & Remedios	56	9,137
Santiago de Cuba	—	4,633
Total	7,462	46,998

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nene" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

J. H. CAYRO & SON
Dealers in Leaf Tobacco
Specialty: Vuelta Abajo and Partido
Warehouse and Office, 92 Dragones Street, HAVANA, CUBA
Cable Address: "JOSECAYRO." Correspondence solicited in English

EVARISTO GARCIA JOSE M. GARCIA JOSE DIAZ
J. M. GARCIA Y CIA.
Almacenistas de Tabaco Partido y Vuelta Abajo
CON VEGAS PROPIAS
San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

A. M. CALZADA & CO.
Packers and Dealers in Leaf Tobacco
and COMMISSION MERCHANTS
Monte 156, HABANA, CUBA.
P. O. BOX, 595. Cable: "CALDA."

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam Trascati

R. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

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IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
NEW YORK.
Cable Address: "HERE"

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, June 6, 1905.

June has apparently brought in good weather, and now that summer has set in, the dealers are boasting of a satisfactory amount of activity. More goods are sold at nights, as in the summer time New York is a city where everyone lives on the streets. Some retailers report that the opening of the beaches has not hurt their business so far, as many customers will stop into their stores before taking a car for the beaches, and buy enough cigars or cigarettes to last them. The stores to benefit in the case, however, at least in Manhattan, are those near Brooklyn Bridge.

The senseless price cutting continues at full blast in this city, and it is not easy to tell when the craze will react on itself. The occasional cutting of a single article to attract customers into the store, in order that they may be induced to buy stuff that is not cut, may occasionally do some good, but by no means as a rule. The average consumer who enters a cigar store to take advantage of a price cutting sign buys what he goes in for and nothing else. In comparison with cigars and tobacco, it is a cinch to sell groceries out of the regular stock in combination with a cut article, because the grocery customer is a woman, who knows that she will have early use for anything she might buy in the store, whereas a man hates to load up his pockets with a lot of stuff that he will either have to drag around with him until he goes home, or else give away. But the merry rivalry continues, and in view of the extent of some of the cuts, it is not easy to see how the retailer manages to pay his rent, inasmuch as he is unable to balance the loss on some other article, unless it might be one of his own brands.

• • •

There is nothing much to report from the manufacturing field. Buisness is all right, and an average number of cigar makers are being kept busy. Several manufacturers show nice batches of orders which they had just received, and declare that their road men are all finding business in good shape.

• • •

Transactions in the leaf market last week were rather better than they had been, and some houses kept fairly busy. There is still the hindrance to business caused by the low stock in a good many grades, and those dealers who are selling Havana, and the demand is pretty good just now, are selling it without knowing yet what the new crop will bring them. There was considerable doing in Sumatra at stiff prices and it is evident that manufacturers figure out that they have to have this tobacco even if it does stand them a good deal. The market was not very lively on domestic tobacco, although quite a little Wisconsin binders are being sold.

• • •

The Retail Cigar and Tobacco Dealers' Association has decided to hold its postponed entertainment a week from tomorrow night, when the nature of the affair will be a trip to Dreamland, Coney Island. Both the New York and Brooklyn branches will be represented, and if the present plans carry, the evening will be one of the most enjoyable ever spent by the Association. The Manhattaners will meet at the Twenty second Street pier where the Coney Island boats leave, while the Brooklynites will go by trolley, that route being much more convenient. The reunited party will enter Dreamland together and see all there is to be seen.

• • •

It is reported that the American Tobacco Company will establish a bonded warehouse in this city, which will be large enough to store all the tobacco brought to this port until it is needed. The building and its arrangements will of course be a very complete affair, and it is understood that customs officials will be detailed by the government for duty at the warehouse. The scheme will reduce the expenses of the company by concentration, and will enable it to keep its tobacco in better condition, when the company has the entire control of the leaf itself.

• • •

Charles Frankenthal, of Joseph Marx & Co.. returned last week from his trip abroad and has brought a number of pipe novelties with him which will be put on the market this fall. Mr. Frankenthal declares that his trip was in every way successful.

John W. Merriam, has been back in town nearly a week from his Western jaunt, and says he sold as many as usual. Mr. Merriam was in Chicago while they were cutting up labor didoes, but found that the people were still buying things.

H. Duys & Company are able to report a sale of 1,500 bales of Sumatra tobacco during April and May, which speaks for itself. The house is doing well on the new goods, and has no complaint on the market at all.

Charles S. Morris and wife left on the Bremen last Thursday to take that long delayed vacation throughout Europe. Mr. Morris deserves it and expects to enjoy it.

D. H. Lowenstein, who was connected with Manrara Bros. Co. will enter business in the West.

Salvador Sola, of M. Sola e Hijos, is in town from Porto Rico, and reports that the factory at Caguas is being kept constantly busy.

T. J. Donigan had a pipe sale at his Cortlandt street store last week and sold quite a number. The display arranged for the occasion never failed to attract admiring attention and corralled a pipe smoker every time.

A. T. CO.'S CUTS MAY SOON CEASE.

Boston Retailers are Taking Advantage of Easy Prices.

Boston, Mass., June 14.

Rumors are afloat that the cutting in prices here on the American Tobacco Co.'s products is likely to cease any day without formal notice being sent out, and owing to this report, many retailers and subjobbers alike have placed orders for large quantities of these goods.

The various jobbers' salesmen report extra good business for the past week; they have been informing their customers of the contemplated raise in prices and most dealers are taking advantage of the low schedule of prices, as now there is some money in handling the trust goods. With B. L. and Mayo's plugs at the old prices of 53 cents a pound there was very little profit in handling them.

The weather has been very summery all week and business continues to improve. A $150,000 fire visited Renere Beach our local summer resort last night and quite a number of cigar and tobacco stands were wiped out of existence.

The semi-annual election of officers of Cigarmakers' Union 97 will be held in various factories, and at cigarmakers' headquarters on Appleton street on June 13. For the first time in many years, Henry Abrahams, the popular Secretary of the union, will have an opponent in the person of Charles Claus.

Geo. Ditmar formerly a salesman for F. R. Ginn & Co., is now selling the Trimount 10 cent cigar and is meeting with fairly good success.

M. Levine is now the proprietor of the Palace Cigar Emporium on Court Street.

Nathan Goldman who recently started a retail cigar store at 204 Essex street, reports a steadily increasing trade. Mr. Goldman keeps a full line of all the leading brands and has for patrons many of the Essex Hotel guests.

D. Bendheim representing the Metropolitan Tobacco Co., and J. Kroog representing Wm. C. Demuth & Co., New York, were both in town showing their respective lines of pipe samples.

M. Hobart local salesman for the Greater Boston 10 cent cigar has already worked up a good trade on this brand, and owing to his jolly good fellowship and liberality with samples he has made many friends.

C. A. Bryant from Buffalo, N. Y., the window dresser now in the employ of H. C. Traiser & Co., has already made some fifty window displays advertising both the Pippin and Harvard cigars. Mr. Bryant is very original in his ideas and at the present rate of increase, the Harvard will soon become the leading brand of 10 cent cigars in this market.

On Decoration Day the outside salesman and the indoor help of McGreenery & Manning had a baseball contest. Joe Manning played second base for the indoor team, and in the ninth inning with the score 20 to 20 with two men on bases, knocked a safe hit and brought in the winning run making the indoor team the victors by a score of 21 to 20.

Sam Robbins, of Robbins & Roitman, is the proud father of a "bouncing" baby boy. The christening took place on Wednesday at which the child was named Samuel David Togo Robbins.

A new granulated tobacco being placed with the trade is called Pick manufactured by the American Tobacco Co. It is packed in 1⅔ ounce packages and goes to the retailer at 37 cents a pound. With every five pounds purchased goes five packages of Duke's Mixture gratis.

A. Chertoff spent a few days in New York this week.

M. J. Rosendorf the Beach tobacconist has just returned from a business trip taking in Pennsylvania and Virginia. While in Richmond, Mr. Rosendorf made arrangements with the new Whitlock concern to distribute their cheroots in this market.

The American Tobacco Co. has issued a circular dated June 1, giving notice of an advance of 3 per cent on all their plug tobacco, taking effect from above date.

B. Frankel cigar manufacturer from Wakefield, Mass., was in town today.

Alfowich Bros. are about to place with the trade a new 5 cent cigar called La Paloma. According to the amount of advanced orders already booked it looks as if the goods will enjoy a good sale.

J. Ocohen the popular Merchants Row tobacconist reports a steady increase in business. Mr. Ocohen has added a new clerk Mr. Christein to his establishment who is a capable man having had a number of years experience with the better class of trade when he was formerly in business on Fleet street. Mr Ocohen makes a specialty of engraving initials of his customers on T. D. pipes.

Fred. Weil is canvasing this city with a line of Porto Rican cigars in the interests of his father, Isaac Weil, the Woodbury cafe cigarist.

E. C. Van Syckel, of the American Snuff Co. spent a few days canvasing the surrounding towns and report very good trade on both Checkerberry and Honest snuff.

G. F. Briggs the popular Newton retailer was in town yesterday and did considerable purchasing while in town. Mr. Briggs is very popular and is ever ready to add new brands to his stock.

Victor Sheppard with the Khedival Co. blew into town last night. He reports having had good trade on Turkish Delights while on his trip.

S. A. Frank representative of L. Miller & Sons, New York, had his son Joseph L. Frank put out some Leroy advertising matter this week. Mr. Frank, Jr., made a hit.

Smiling Mr. Binns, manager of the H. C. Carruth & Co., was kept quite busy on Thursday when no less than ten cigar salesman called to see him. Mr. Binns imforms me he received enough samples to last him the coming week.

H. K. Brown, of Province Court, contemplates summering at Bar Harbor. Mr. Brown is a hard worker and the change no doubt will do him good. Mr. McGoldrick will take charge of the business during Mr. Brown's absence.

BEN ALI.

—Negotiations are pending for the removal to Des Moines, Ia., from Ottumwa, of a cigar manufacturing and jobbing concern which will give employment to a large number of operatives.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 98

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
NES, CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

Established 1840. Cable "Hengel."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
HINSDALE SMITH

American Tobacco Co.
Makers of the Famous
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

G. H. SACHS
Manufacturer of
Best Grade
Seed and Havana
Hand-Made CIGARS
245 NORTH CONCORD ST.,
Lancaster, Pa.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

TOBACCOS THAT SELL.
"DARK HORSE"—The fruit flavored scrap chewing.
"SILVER MOON"—The best granulated smoking for either pipe or cigarette. The smoke for the man who knows.
"BLACK THREADS"—The finest heavy long cut smoking manufactured.
"SUN TIME"—A long cut smoking that always gives satisfaction.
"RED SETTER"—The natural leaf scrap smoking.
"SCOUT" and "OLE VIRGINY"—Good grades of granulated smoking.
UNION MADE
UNIVERSAL COUPONS packed in each package for the consumer. Also FIVE UNIVERSAL COUPONS in each carton of "DARK HORSE," "SILVER MOON," and "BLACK THREADS," for the retailer.
Write us for samples and prices.
THE GEM CITY TOBACCO CO., DAYTON, OHIO.

PITTSBURG STOGIES
PITTSBURG STOGIES
East Jefferson Little Prince
Pan American
S. SMITH & SON,
MANUFACTURERS
112-14-16 East Jefferson Street,
ALLEGHENY, PA.
PITTSBURG STOGIES
PITTSBURG STOGIES

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING
Fountain Sprayer for misting fillers - - - - $4.00
Simplicity Automatic Sprayer 7.50
Little Climax Tobacco Pump 10.00
Progress Jr. Spraying Machine 16.50
Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.
DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

LIVE NOTES FROM LIVE TRADE.

Internal Revenue Figures, New Factories and Manufacturing Improvements.

York, Pa., June 5.

The Deputy Collector of Internal Revenue of this division of the ninth district of Pennsylvania has given out some interesting figures of this office's transactions during the past month. In May the sales of cigars and tobacco stamps amounted to $52,000—which was $5,000 more than during May of 1904 and $10,000 more than during April, 1905, showing that this division is certainly not falling behind in the output of cigars, with twelve new factories added to the list of this division during the month of May, which were as follows:

James Adair, Red Lion; Minnie R. Lutz, Felton; J. E. Miller, New Oxford; W.W. Kopp, Red Lion; Harrison Fauth, Hellam; Strinestown Cigar Co., Strinestown; Ed. H. Wagner, Red Lion; Adam A. Young, Red Lion; Annie C. Miller, Glen Rock; Annie Boyd, Stewartstown, Alexander Houssill, Red Lion; Phares Hilderbrand, Red Lion.

Albert Noll, cigar manufacturer of Arbor, York county, gave a reception to his employees one day last week, with a splendid entertainment furnished by the Troubadour Mandolin Club. Guests from various points were present.

The Pennsylvania Tobacco Co., of York, has taken the building belonging to H.W. Heffener, and formerly occupied by him as a cigar box factory, and is now installing modern and lately improved machinery for the manufacture of scrap tobacco. The company hopes to be in full operation by August 1. It is putting on the market a new 2½ ounce package of scrap smoking and chewing tobacco.

A. Sonneman a wellknown leaf tobacco packer of this city has torn down his late residence on South George street, and will erect a new building, which will be fitted out for stores on the first floor and apartments for the remainder of the building. The apartments are to have every modern improvement and comfort obtainable.

S. R. Kocher & Sons, of Wrightsville, report business as fair with them, and that the sales of their leading brands are keeping up very well.

J. F. Sechrist, of Holtz, this county, reports an improving trade and has a normal force of cigarmakers at work. He contemplates a short business trip to Philadelphia and vicinity this week.

Holtzinger & Seitz, of Red Lion, have lately found a very satisfactory improvement in business, and have happily gotten over a short dull spell.

J. G. Spatz, of Dallastown, who recently sold his former property which constituted his old residence and cigar factory, is erecting a new building.

A. Kohler & Co., of Dallestown, report a fair increase in their business lately.

FLORODORA COUPONS
FOR SALE
in Lots of
10,000
Address or More
P. O. Box 669, New York City.

QUIET NOW IN LANCASTER.

Leaf Board of Trade Will Close at Noon Summer Saturdays.

Lancaster, Pa., June 5.

The local leaf market continued rather quiet last week, transactions being confined almost wholly to the local trade. It has been definitely decided by the Lancaster Leaf Tobacco Board of Trade to close their offices and warehouses at 12 o'clock on Saturdays during the months of June, July and August.

During the past week planting of the new crop was going on quite actively and already several instances of serious damage by cut-worms have been displayed.

A suit of J. D. Owens vs. B. E. Kendig, an action to recover commission for the alleged sale of 147 cases of tobacco at one dollar per case, came up for trial last week. The plaintiff claims that it was through his agency that this tobacco was sold, but E. L. Nissley & Co., of Florin, for the defendant, claim that the tobacco was sold direct and without the medium of Owens. A verdict was rendered in favor of the defendant.

J. Frank Bowman, box manufacturer of this city, informs me that he is kept working up to his full capacity, and that he has experienced very little of a dull period yet.

John Slater & Co., the prominent stogie manufacturers of this city, are having more than usually brisk days. Their shipments during the month of May were the largest of any month in the history of the firm, exceeding by half a million, the shipments of any previous month. It will be remembered that they were awarded a gold medal at the St. Louis exposition for the general excellence of their product.

J. B. Milleysack has been, for some time, packing Milleysack choice scrap for smoking and chewing tobacco and now reports a nicely growing trade on the same.

ALLEN STERNER'S NEW BUILDING.

The cigar manufacturing and jobbing business of Allen Sterner, 119 E. Main street, Lock Haven, Pa., was established as early as 1865 by Wm. Sterner, who was subsequently succeeded by Wm. Sterner & Son, which firm was succeeded by Allen Sterner.

In the manufacturing department the house employs about fifty hands having turned out several millions of their product a year for some time past. Our Fritz, which is made in several sizes and sold to the trade direct at $35 per thousand, has been the leading brand of the firm, although several other brands have grown rapidly in popularity and at this writing are not only holding their own but are increasing in sales as well.

Mr. Sterner is now erecting an addition to his factory which will cover 121 East Main street and will about double the capacity. The additional facilities are needed to meet the rapidly increasing requirements of a growing business and it will make, when completed, one of the most modern as well as one of the largest cigar factories in that section of the State.

THE Viedomosti, of St. Petersburg, says the government is contemplating establishing a tobacco monopoly.

LA FLOR
De
SANTA CLARA
Highest Grade
Five-Cent Cigar
DIPLOMATICO and PERFECTO SHAPES
Manufactured by
***The* Johns-Brash Cigar Co.**
Main Office, LANCASTER, PA.
EDW. M. BRASH,
Sec'y & Treas.

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"
It's Full of Havana. That's Enough for 5 Cents.
Correspondence Invited. Samples on Application.

W. C. Jackson,
Manufacturer of
Fine Cigars
Factories No. 34 and No. 1596,
East Prospect,
Penna.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

Established 1881 Incorporated 1902

THE

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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SUBSCRIPTION—PAYABLE IN ADVANCE:
One Year, **$1.00**; Six Months, **75** Cents; Single Copies, **5** Cents.
In all countries of the Postal Union, **$2.00** per year, postage prepaid.

ADVERTISING RATES ON APPLICATION.
Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING CO., 224 Arch St., Philada.

PHILADELPHIA, JUNE 7, 1905.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

MISTAKE THAT CAN BE REMEDIED.

A certain advertising solicitor was complaining the other day of what he termed the contented ignorance of a class of business men, who, he declared bitterly, were like to keep him out of an honest living.

Asked to reduce his grievances to a single proposition, he told of a visit to a manufacturing firm, made for the purpose of securing an advertisement for his paper. The house counts itself as one of the large concerns, although it has not been in the field a long time, and when the senior member had heard what the advertising man had to say, he promptly turned him down with the declaration that advertising didn't pay.

Asked how he knew, he stated that he had advertised in another paper and had got only two or three replies. Pressed further as to the nature and extent of his advertising venture, he explained that he had placed an ad. in two consecutive weekly issues of the paper and had then withdrawn it and prepared to get busy opening mail.

Asked to show a copy of the advertisement as it appeared, he produced an issue of the paper in question, which contained a general statement of the firm's qualifications to supply the trade with the various goods it had to sell.

The advertising man asked the manufacturer what he had expected. The latter replied that he had expected to get his money back and more too, and added that if advertising was a paying proposition he had a right to expect that much. The same being unimpeachable logic.

The advertising man said that he admitted it was logic, but improperly reduced, and proceeded to explain that advertising was not such a simply concrete science, and that the principal revenue from it consisted of returns that were indirect and often practically untraceable. He also explained that the advertiser, particularly the manufacturer, who expected to capture an immediate great increase of business by the promulgation of one or two advertisements, was in the position of the man who might swallow one or perhaps two glasses of beer, and then hopefully await intoxication.

The advertising man said he did this and much more, while the manufacturer listened in an amiably indifferent way, which spurred the other on to renewed efforts, until he had himself absolutely convinced that unless the manufacturer advertised at once, his business was doomed to failure.

But he was unable to move his listener, and that was the first of three similar turn downs he got that day. He was thoroughly disgusted, not at the ignorance of the men who had refused him, but for the reason that they were not amenable to reason. He complained that he was not asking anybody to take his unsupported word for it, but only to consider the history of successful advertising.

And that is the point exactly. Too many advertisers put themselves completely on the defensive, the minute they enter into or allow themselves to be dragged into conversation with a solicitor, and force themselves to believe that the man is saying whatever comes into his head simply in order to land his man. If the advertiser's own customer were to act in the same way about the former's goods he would either get angry, or dismiss the customer as a pigheaded fool.

The advertiser doesn't consider the fact that the solicitor is in the business to make a permanent living, and has to give results for value received just as surely as the stamp clerk in the post office. He doesn't perceive that it is just as much to the solicitors' advantage to see that his advertiser gets results as it is for him to secure the contract.

And if, perhaps, this type of merchant or manufacturer is finally won over in a half hearted way, his investment is such a feeble one that the line is jerked from the water before the bait has sunk the length of its drop.

CRIMINAL NEGLIGENCE.

Seldom has such a pronounced case of police negligence, indifference, or incompetency come to our notice as was exhibited by some of the Quaker City's "finest" last Friday night in connection with robbery of the cigar factory of Weaver & Son.

Goodness knows enough bad has been said about Philadelphia lately without adding anything to it, but when carelessness or worse reaches a point where the presumed guardians of the law not only take no action to guard a threatened property, but send its proprietor away from the place before the crime is to be committed, with complete assurances of safety, it seems as if something ought to be done, and done quickly.

Robberies of cigar stores, factories and leaf houses have been frequent, of late, as indeed have robberies of every sort of business house and of dwellings as well. Most of these depredations have been committed boldly and the thief or theves have escaped.

Heretofore, however, the police have not been placed in possession of a detailed advance program of the robbery including exits, entrances, time of action, and practically every thing except the list of goods to be taken. This was done in the Weaver case, and the police, accepting it gratefully, evidently thought that the whole drama was to be conducted without their assistance, and so sat around the station house waiting for the robbers to come smiling in with their booty.

This didn't happen, and the Weaver firm is out six or seven hundred dollars' worth of stuff. And to come to the main purpose of this article, it is advisable that every member of the trade in Philadelphia make his own anti-burglar arrangements without taking the police into the question at all. By making a self defended fortress of his establishment at night, a man may be able to regard his stock as fairly safe.

SECRETARY TAFT'S TRIP.

It is now reported that Secretary of War Taft will start on his trip to the Philippine Islands about the first of next month. Just who will accompany him does not seem very definite, but there does not appear to be anything like the enthusiam among the Capitol people generally, as was reported to be manifested at first, when the jaunt was framed up as a free and luxurious tour around the world.

It now apparently becomes necessary largely to reduce the itinerary for various grave and important reasons, personal expenses heretofore unconsidered loom up, and altogether, the journey ceases to be such a felicitous prospect of killing time educationally.

Doubtless Secretary Taft is much disappointed, but it is a long way from certain that his "hope would have come out" had his original program remained intact. He would probably have had little difficulty in making out a case for the Philippines which, were there nothing else to be considered, would win for him his object. But however potent his arguments for the little brown man, the domestic tobacco and sugar industries long ago went him more than one better in their argument for the constitutional right of protection.

The Filipino has a cause, Mr Taft, but you will have to work out his salvation in some less harmful way.

Philadelphia Tobacco Trade.

Here and There With the Retailers.

The retailers reported business as better this and last week, Saturday particularly being a good day. The box trade is not so good, of course, as not so much smoking is done at home, but the trade is enjoying that temporary period of good business which precedes the going out of town of many Philadelphians for the greater part of the summer. It is true that perhaps the majority of business men remain in town for three or four days of each week, but an appreciable inroad is made in the trade. The running full blast of the nearby resorts has stimulated trade, as the average smoker will buy what he needs before he takes his car or boat. The stores at and near the foot of Market street are doing a good business and catching a lot of transient trade.

There was a rumor in the trade last week that the United Cigar Stores Co. would be forced to vacate its branch at Thirteenth and Market streets on account of a change in the lease, and the rumor went so far as to announce the northwest corner of Ninth and Market street as the location to which the store would remove. Barney Greenburg, general manager of all the Philadelphia stores, denied this rumor. "We have absolute possession of the place for two years longer," he said, "and there is not a particle of truth in the report. There was a change in the ownership some time ago, but it did not affect us." Mr. Greenburg says all his stores are doing well now, and is particularly pleased with the new branch at Second and Market streets. He says the recent celebration of the fourth anniversary of the company, when four certificates were given, brought great crowds to all the branches.

Z. J. Norris, the local representative of I. Lewis & Co., of Newark, was over at the factory last week and returned with a lot of new samples. This firm's new Josh Billings 5 cent cigar, is about ready to be put on this market now, and is expected to make as much of a hit as the firm's Golden Eagle brand of little cigars.

J. Murphy, who has the retail store at No. 1 Market street, Camden, and who formerly occupied No. 3, has altered and improved the store to such an extent that it is now one of the very finest establishments in the city across the river. Mr. Murphy carries a complete stock which he disposes to good advantage, among his best sellers being El Emilio, which he has reduced to 6 cents, Henry Abbey and Violetta.

O. Monellis, of I. Lewis & Co., and well known in Philadelphia, was in this market last week.

With Manufacturers and Jobbers.

Sometime between dark last Friday night, and opening time Saturday morning, the factory of Weaver & Son, at Sixth and Race streets, was robbed of more than $600 worth of cigars and cigarettes. Early this week none of the goods had been recovered, and the following list of the stuff taken is printed in the hope that it may aid recovery:

Cigars—6,000 Americanos 10's, value, $210 or more; 2,000 Americano 20's, value, $70 or more; 1,000 Allied Clubs, value, $50 or more; 1,200 La Diosa, value, $42 or more; 3,000 Boquet Especial, value, $90 or more; 1,500 Little Ponies, value, $42 or more; 1,000 El Dorado, value, $28 or more. Cigarettes—10,000 Sweet Caporal 10's, value, $38; small lots of cigarettes in boxes of 100 as follows: Royal Bengals, Hoffman House Magnuims, etc., value unknown.

The success of the robbery is entirely inexcusable, as the police were warned in detail. The Weaver people are conducting an investigation.

On Friday evening a man, who was a stranger to Mr. Weaver, entered the place and was allowed to see the senior member of the firm. The visitor said he boarded at 902 Spring Garden street in which house he had heard a gang of men plotting to rob the Weaver factory that night. Mr. Weaver at once sent for Lieutenant Lynch, of the Fifth district, who brought with him two special officers. To them the man repeated his story going into details to the extent of telling them how the thieves intended to effect an entrance.

The police took the man in tow and asked Mr. Weaver to close his place and go home, assuring him that everything would be perfectly safe. The latter complied with this request, and the policemen left with their informant, presumably to go to the Spring Garden street house.

When the Weavers got down the next morning they found that the place had been broken into in precisely the way the informant had predicted, and that the stuff detailed above had been taken. The police knew nothing about the robbery, despite the fact that an officer was supposed to have been specially detailed to look after the factory. The strange man who had given the warning, was not to be found, it being only natural that he should make himself scarce as he would stand in danger, not only of having to incur the revenge of the burglars, but of being made the scapegoat by the police.

On Sunday Wm. Anderson, of Ninth and Spring Garden streets, and James Handley, of Sixth and Vine streets, were arrested on suspicion and held for a further hearing, although no cigars were found in connection with the arrest.

The whole affair is very mysterious, and Weaver & Son intend to know more about it before they are through.

A number of local jobbers are expecting that every new shipment of plug tobacco which they receive will be minus the paper backs of the tin tags, which is the only thing redeemable about the tags. A prominent local jobber said yesterday that while he had heard nothing official—and no official notice would be given anyhow—he had heard that the American Tobacco Company intended to withdraw these coupons very shortly, and issue all its plug without them. The company has withdrawn a number of coupons on various brands of cigarettes, cigars, etc., and it appears to be its policy to do away with the system gradually. As a matter of fact business has already fallen off in these to such an extent locally, that the Florida Tag Co. has closed its branch at Ambler and Norris streets.

Local manufacturers generally seem well pleased with May's volume of busi-

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

YOU CAN BUY

WEAVER'S ORIGINAL HAVANA SHORTS

AT

ALL JOBBING HOUSES

CHARLES BOLLSTATTER,

Manufacturer of

Fine Cigars

1433 Ridge Ave., (Both 'Phones) PHILADELPHIA

Correspondence solicited with large handlers. Write for Samples.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

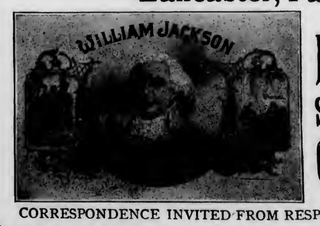
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.

OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

J. E. SHERTS & CO.

Lancaster, Pa.



Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

UNIVERSAL COUPONS

WRITE US TODAY

WRITE US TODAY

THE OLD AND ANCIENT ORDER of independently redeemable coupons has passed away. The consumer is tired of mismated, mismatched coupons that are waste-paper—to him—unless he uses an inordinate amount of one brand or article. Manufacturers, why not give coupons which can be reinforced and supplemented by the makers of cigars, cereals, soap, condensed milk, crackers, canned goods and the hundreds of other people from whom the consumer must eventually obtain his supplies of the necessities, and even luxuries, of life? Can you conceive of a **universal co-operative** coupon which will be redeemable with those of other manufacturers? Your business will be benefited by an interchangeable, yes even a universal, coupon.

If you try to **run your own coupon business,** you will find it **expensive;** you will need more help; you will overstock; you cannot buy right; you have breakage, interest, cartage, expressage, disgruntled patrons, and five per cent. cut clean out of your profits. We do all the work for you; give you an absolutely superior premium, and by our co-operative method **you** share only a part of the expense; cut your premium expenses in half, and double your sales. The profits will look after themselves. You cannot buy Morris chairs by the hundred. If you did, where would you store them? Let us buy the Morris chairs by the thousand, and save you money in buying, storing, and all the other things which go to make up profit and **loss** in the premium business. Remember, you are in business to sell goods. Keep up your product and let others do the giving away at a minimum expense. Let everybody run their own business and leave the premium worry to us. We will sell more goods for you than you thought could be sold. We are **salesmen** of the twentieth century. We will furnish the experience, and your customers do not have to wait years for the dress-suit case, umbrella or desk. No painful filling of stamp books. Our coupons, derived from all sources, **multiply like compound interest,** and are redeemed by us—yours among the rest—in large blocks. You can **never** hope to successfully compete with vast corporations in the premium field; but you **can** become an integral part of **our** system, and derive all the tangible benefits of large merchandizing at a minimum of cost. The value of having a co-operative interchangeable system at your elbow must be apparent to all. If there are details, such as "What will it cost?" write us and receive the fullest possible information by return mail. We have already done so, and intend to cut a great, wide swath in the premium field, and we invite you to become participants in the assured profits. What we want are **results;** and what **you** want are **results.** **Your product is good—why not sell more?** We can **increase your sales without trouble to you** and at very little expense. Try to let our Association butt into your tobacco business for a while, and **watch the results.** What we have done for others, we can do **for you.** The strenuous competition of modern business is handled by us on **"mutual"** lines, for the benefit of all manufacturers.

Our universal coupon is the most valuable premium voucher in the world, and interested parties should make application at once to be enrolled in the Association, as the number of firms represented in the system will be limited. The fullest information, sample coupons, and catalogues showing premiums, etc., will be mailed on application.

Manufacturers' Trademark Association

No. 253 Broadway,

New York City

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut loaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

ness, and as the present activity seems likely to continue, there is an atmosphere of content all around. Cigarmakers are finding it very easy to get a job, in fact a number of manufacturers advertised widely for them during the month, and they are still just as much in demand. City sales are not particularly good, although according to most of the manufacturers for that matter, they hardly ever are, and with the exception of one or two of the larger manufacturers, not a tremendous amount of work is put on the local trade. New bands are going well in a number of cases, showing that the consumer never gets tired of trying something he hasn't had before, but this popularity in many cases proves to be ephemeral.

C. C. Rosenberg, of the Vicente Portuondo Co., is in bad shape just now, and is confined to his bed. Some time ago he underwent an operation for appendicitis and has not yet rallied from the shock.

Leaf Dealers' Jottings.

Last week was a better one in the leaf market than had been the case for some time past, and whatever was offered, was picked up readily. Inquiry, in fact may be said to have overbalanced stock, and several nice transactions were put through. It look now as if the manufacturers are in a position when they must absolutely have the tobacco, as the prices ruled firm all the week and there is no prospect of anything else. There was little Pennsylvania to be had and not a wide selection of Havana. Most of the business was done in Wisconsin binders, Connecticut and Zimmers.

United States Commissioner Bell, in the Federal building, had two more sailors before him last week charged with smuggling tobacco into this port and held them in $300 for court. It was only a week or so before, that two other sailors were held on a similar charge.

About a year ago the local United States custom officers made scores of arrests of sailors on the charge of smuggling tobacco into this port. At that time it was shown that a conspiracy existed between certain European shippers and the sailors. The government, it was shown, had been defrauded out of hundreds of dollars by this evasion of the law.

So strenuous was the crusade waged by the custom men against this practice that for a long time the habit was broken up. These recent arrests seem to indicate that it has been started again.

Tomasso Graniero and Piero Voteri were members of the crew of the steam ship Oxas, from San Antonio. At the hearing Captain McIver, of the night custom watch, testified that when arrested after leaving their vessel the men were searched. Several bottles of gin and several hundred Havana cigars were found upon them.

May Revenue Returns.

The returns from the First Internal Revenue District of Pennsylvania for the month of May show the following figures as comparing this and last year's returns:

1903		
Cigars at	$3 per M.	$167,688 96
" "	54c "	82.62
Cigarettes at	$3 "	33 00
" "	1.08 "	5,466.15
" "	54c "	90 45
Snuff at 6c per lb.		33,688.86
Manuf'd Tobacco at 6c per lb.		7,951 85
1904		
Cigars at	$3 per M.	$154,970.43
" "	54c "	17.28
Cigarettes at	$3 "	45.00
" "	1.08 "	4,550.85
" "	54c "	76.68
Snuff at 6c per lb.		22,392 90
Manuf'd Tobacco at 6c per lb.		7,234 84

STORM DESTROYS $50,000 WORTH OF WISCONSIN CROPS.

Janesville, Wis., June 5.

Fifty thousand dollars' worth of damage was done in the city and county yesterday by a severe wind and hail storm. Reports from the surrounding country are that whole fields of beets and tobacco are ruined and corn is badly damaged. Roads are swept out badly.

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market,
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.
of Baltimore, Md.

JAMES ADAIR,
Successor to ADAIR & REIFF,
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

IRREGULAR PAGINATION

THE TASTE TELLS
QUATILITY
5¢ CIGAR
Yes! it is Different
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.: THE UNITED NEWS CO. PHILA. Gen'l Distrib's.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

NATIONAL CIGAR CO.
. . . . OFFICE . . . .
Heed Building, 1215 Filbert St., Philada.
DISTRIBUTORS FOR
GEO. L. STORM & CO., New York
EL NACIONAL CIGAR CO., Tampa, Clear Havana Cigars
MAKERS OF
CLAYTON'S CHAMPION
Bell Telephone: 44-67A Filbert. GEO. E. CLAYTON, Manager.

CIGARETTE STAMP DEFINED.

Revenue Dept. Says Denomination Decided by Distributor's Price.

It has been definitely decided by Acting Commissioner Wheeler of the Bureau of Internal Revenue at Washington as to who makes the wholesale price of cigarettes. According to the Commissioner, the price is determined by the distributor and not by the manufacturer and the value at which the goods are to be taxed is that which the jobber places on them when he sells to the sub-jobber or retailer or by the manufacturer if he sells in the open market.

This decision was necessary in view of the fact that manufacturers have applied for 54 cent stamps for certain brands of cigarettes on the ground that the price at which they went to the jobber was less than $2 a thousand. The jobber distributed these cigarettes at a price above the $2 however, thus, under the present decision bringing them in the $1.08 stamp class.

The decision does not apply if the manufacturer is willing to sell to everyone at a price less than $2, as that precludes the jobber from fixing the price, but only when the manufacturer has a special arrangement with a certain distributor who takes the product and controls it.

Commissioner Wheeler's letter read:

SIR:—This office is in receipt of your letter of the 19th inst., stating that ——, proprietor of Cigar factory No. ——, in your district, has applied to you for stamps for the payment of tax at the rate of 54 cents per thousand on Cigarettes of the wholesale value or price of not more than $2.00 per thousand. You further state that —— —— has filed an affidavit as to the Cigarettes he proposes to manufacture and sell at that price under the brand name of —— (sample box submitted), and you ask whether he will be privileged to buy stamps as above stated.

In reply you are advised that if, from the evidence furnished, you are satisfied that the Cigarettes will be sold by the manufacturer to jobbers and the trade generally at a wholesale price not exceeding $2 per thousand (which price shall include the tax), you are authorized to sell stamps for these Cigarettes at the rate mentioned, viz., 54 cents per thousand.

In this connection, I would say that when selling stamps at that rate it will be well for you to cause an investigation to be made in order to ascertain positively whether the manufacturer will sell his Cigarettes to any one, jobbers or dealers, at a price not exceeding $2 per thousand, or whether he is under contract or agreement to manufacture and sell his Cigarettes to one or more persons exclusively —for instance, to persons who may own the trade mark brand and take the entire product of that brand and then sell or distribute the goods to the trade at a wholesale price fixed by them at a price exceeding $2 per thousand. In such a case the jobber or person purchasing the Cigarettes and distributing them to the trade would fix the wholesale price and not the manufacturer, and the Cigarettes would properly be subject to the higher rate of tax, $1.08 per thousand, as indicated in Treasury decision 871 of March 1, 1905.

It would also be well for you to require the manufacturer to state in his affidavit that the cigarettes manufactured by him of a special brand are to be sold by him generally to jobbers, or the trade, at a wholesale price not exceeding $2 per thousand, and are not to be sold exclusively to one or more persons at that rate under either a written or verbal contract or agreement.

JAMES C. WHEELER.
Acting Commissioner.

—J. N. Cullingworth has been incorporated with principal office at Richmond, Va. Incorporators are: J. N. Cullingworth, president; T. M. Cullingworth, vice-president; Frank T. Bates, Jr, secretary and treasurer, all of Richmond, Va. Capital stock: Maximum, $50,000; minimum, $30,000. Objects and purposes: To conduct the business of manufacturing tobacco.

SPECIAL NOTICE
(12½ cents per 8-point measured line.)

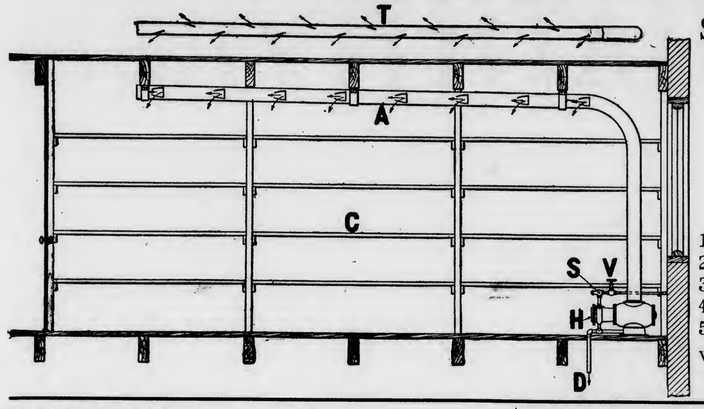
FOR SALE—Complete Cigar Factory: twenty suction tables, one power bunching machine (Miller, DuBrul & Peters), motor presses, scales, shafting, pulleys, etc. Address Box 93, care of The Tobacco World Phila c

WANTED—SITUATION AS SALESMAN for a reliable Leaf House, carrying a full line. Thoroughly acquainted, and can give best of references. Address Box 107, Ephrata, Pa. 5-24-h

WANTED—PARTNER in established cigar factory; goods well known. Must have $3,000 to $5,000. Address MANUFACTURER, Box 92, care of The Tobacco World, Phila. c

WILL BUY FOR CASH—TOBACCO Tags, Cigar Bands, etc., redeemable by Florodora Tag Co. Address, TAGS, Box 101, care of Tobacco World, Phila. tf

SCHUTTE & KOERTING COMPANY,
Twelfth and Thompson Sts., Philadelphia, Pa.



SCHUTTE--KOERTING MOIST VENTILATOR,
used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time without deterioration.

PRINCIPAL FEATURES:
1. Low in Cost.
2. Operated by City Water Pressure.
3. Requires No Attention.
4. No Drip Occurs; Humidity Uniform.
5. No Wear and Tear.

We estimate on Complete Humidifying Plants.
Correspondence Solicited.

JOS. HIRSCH & SON PURCHASE VALUABLE SUMATRA.

Joseph Hirsch, senior member and Amsterdam buyer of Jos. Hirsch & Son, 183 Water street, New York, secured last week at the Rotterdam and Amsterdam sales about 800 bales of choice Sumatra tobacco. He bought the entire lots of

L P C | Soenga Gerpa
Deli Ba My
Senembah My

also 200 bales of N A T M | S K out of hand.

Taking into consideration the choice grades, the price paid was very reasonable, as several buyers had left the country in disgust, and Mr. Hirsch was in a position to make a coup. Four hundred bales of the tobacco bought will be here this week, while the balance is on the way.

SUCCOR FOR CIGARETTE FIENDS.

William L. Taylor Will Again Legitimize the Paper Tubes.

LaPorte, Ind., June 5.

William L. Taylor, lawyer, politician and statesman, is the man to whom Indiana cigarette lovers are looking to restore the paper pipes to their former legal standing. He has been retained by the tobacco trust to test the constitutionality of the anti-cigarette law which went into operation in this State on April 15.

Mr. Taylor, who is one of the leaders of the Indiana bar, declares that the law is unconstitutional throughout, and that the Supreme Court will give an immediate decision, as the questions involved do not require much study.

Mr. Taylor was a candidate for the Republican nomination for Governor at the last election, and has been prominently associated with the State management of the party for more than fifteen years. He has held many State offices, the last being that of Attorney General. It is said that Mr. Taylor received a retainer of $10,000 in the cigarette case.

The Smoke Shop, of Chicago, has been incorporated by Joseph Goldberg, Jacob Brill and Maurice Berkson, with a capital of $2 500.

NOTES FROM THE PACIFIC COAST.

San Francisco Business was a Trifle Slower in May.

San Francisco, June 2.

Business in this city and hereabouts has not been quite so good during the last month for the manufacturers as the month before, but as there is no special reason or cause for this, it is believed to be only one of those temporary little slumps that are likely to come along any time.

On Monday the Supreme Court heard arguments on the State anti-trading stamp act, and requested the case to be submitted on briefs. It is believed that this will put off the decision a number of weeks.

The Pacific Retailers' Exchange has removed its headquarters to 1538 Market street, from which address all business will henceforth be transacted, such as the issuing and redeeming of its certificates, etc.

The American Tobacco Company commences a new plan on its plug tobaccos this month, the regular contract expiring with May. There have been a number of suggestions and complaints made to the company, and the changes will be made on this account, although they are not expected to reach the consumer.

The plug department of the American Tobacco Co. now offer their Pick Leaf granulated smoking tobacco in 1⅗ oz. cloth bags, 5 lb. cartons, 25 lb. cases, the price of which to the retail trade will be about 38 cents per lb. less the usual discount, and each 5 lb. carton contains a gratis for the dealer of five 1⅗ oz. cloth bags of Duke's Mixture. Pick Leaf may be assorted with their plug and twist tobacco in shipments from jobbers' stocks of 50 lbs. or over, and 25 lb. case lots may be used to make up drop shipments of 100 lbs. or over of their plug and twist tobaccos, entitling the retailer in either case to an allowance of 1 cent per lb. Pick Leaf is manufactured at Durham, N. C., and can be shipped from there in lots of 100 lbs. or more; and for making up drop shipments it is carried in stock at St. Louis, Louisville, Jersey City and Richmond. Jobbers' salesmen receive a certificate equal to one tag for each pound of Pick Leaf that they sell.

5c. THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR 5c.
Manufactured by
H. S. HARTMAN, Lancaster, Pa.
Samples Sent to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

L. S. STAUFFER,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

The PROGRESS
SHORT FILLER
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

Manufactured by

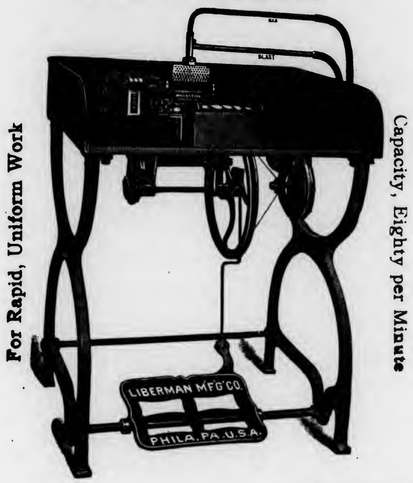
N. H. BORGFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE

For Rapid, Uniform Work



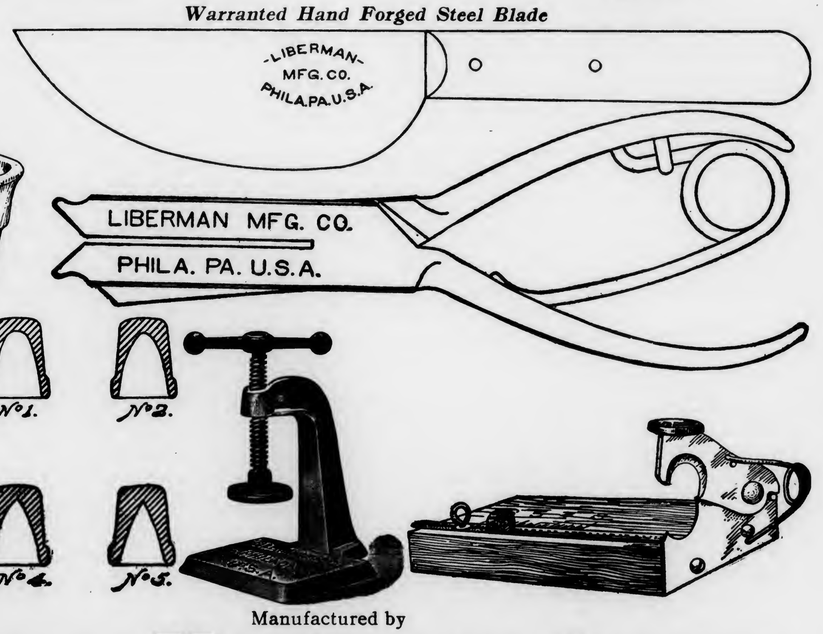
Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade



Manufactured by

Liberman Manufacturing Company
240--42 North Third Street, Philadelphia.
New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

W. H. Snyder & Co.
Windsor, Pa.
Manufacturers of
Popular Brands of
Fine and Medium Priced
CIGARS
Correspondence Invited with the Wholesale & Jobbing Trade only

D. W. HUBLEY,
Thomasville, Pa.

Manufacturer of
High-Grade
Seed and Havana
CIGARS
Correspondence Invited from Responsible Houses.

RESERVED FOR
IONA TOBACCO CO.
Lancaster, Pa.

A. D. KILLHEFFER
Maker of

High Grade CIGARS
All Fine Workmanship.
Goods Sold Direct to Jobbers and Dealers. Communicate with the Factory. We Can Save You Money.
No Salesmen Employed.
MILLERSVILLE, PA.

A GARDEN PARTY AT A FACTORY.

When the National Cash Register Co. recently invited the people of Dayton, O., to spend an evening at its model plant, it was really a garden party which the 25,000 guests attended.

The factory, itself, was not open, but the big buildings were illuminated from top to bottom by 10,000 incandescent lights and 300 arc lights—more than the average city of 25,000 uses. The grounds,

Power Plant Entrance

lawns, flower beds and shrubbery patches were all open to the people, who spent their time strolling about the beautiful N. C. R. vista, listening to the music of the N. C. R. band, and enjoying the brilliant spectacle of the illumination. Lights, music, flowers, shrubbery, greensward, trees, guests in summer clothing—all the characteristic features of a garden party were there—and all this at a factory.

The "garden party," which lasted for three evenings, was arranged by the N. C. R. Company to celebrate the completion of its new power plant, and to give the people of Dayton a chance to

Boiler Room and Coal Chutes

see what experts declare to be the handsomest and, for its size, the best equipped electrical station in the country.

The new power plant of the N. C. R. is interesting as showing what can be done in the way of making attractive an ordinarily prosaic part of a big industrial establishment. Externally, the building, itself, is unusually handsome. Built of warm red brick, its architecture is simple and dignified. It does not pretend to be anything but a power house, and accordingly its characteristics are strength and solidity. Shrubbery about the base of the building and vines around the large windows relieve the walls of monotony.

Inside the power house the visitor is struck with the beauty of the engine room. Polished maple floor, walls wainscoted with white enamel brick and finished above in cream color, make the interior as bright and clean as any parlor or ball room. Contrasting with the light color of the walls and floor are the dark green bodies of the four big engines, their sombre hue relieved by polished steel trimmings.

The boiler room of the power house is not less interesting than the engine room. Though, of course, not so beautifully finished, it impresses the visitor by its cleanliness. Aatomatic stokers feed the sixteen great furnaces with coal, and the ashes are removed through a tunnel under the grates almost entirely without the intervention of human labor. Perfect ventilation keeps the room comfortably cool

Engines and Dynamos

The equipment of the power house is an outward sign of the growth of the business of the N. C. R. Company. Until six years ago a single engine of 300 horsepower was sufficient to turn the wheels of the entire plant. In 1899 a 600 horsepower engine and dynamo were added. Before three years had passed, however, increased demand for the factory's output necessitated further enlargement of the plant and consequent extension of the power station. In 1902 a 1,200 horsepower compound engine and generator was installed. Two years later it was necessary to duplicate this unit, and now the total equipment of the plant is 3,300 horsepower. The boilers are

Visitors on Opening Night

KEYSTONE CHEMICAL CO.
MANUFACTURERS OF
Cigar and Tobacco Flavor, Sweetener, Etc.

HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.

C. G. SINGLEY,
Manheim, Pa.

H. S. WALLICK,
York, Pa.

The Gilt Edge
Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.
Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,
51 Market Street, Lancaster, Pa.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

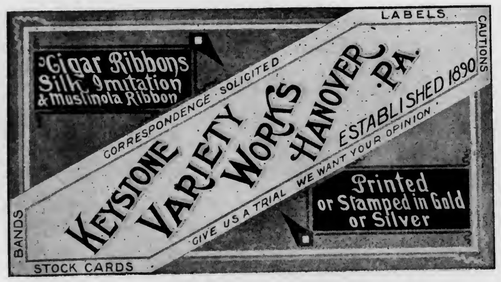
36 East Twenty-second Street, NEW YORK

HENRY GOTTSELIG & BRO.
Danville, Pa.

Manufacturers of
High Grade
Union Made
Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight. Samples and Particulars to Reliable People on Application.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.



J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

capable of developing 5,500 horsepower, if needed.

Twenty years ago the N. C. R. factory turned out one style of register, a crude affair, which recorded sales by punching holes in a strip of paper. To get the total of the day's business one counted the holes, multiplied the number of holes by the denomination of the key pressed and added the results. Today the Dayton factory turns out 403 different styles and sizes of cash registers, built on 12 different principles and adapted to the needs of every kind of business.

Last year registers were sold to 212 different kinds of trade. The latest machines do practically everything for a merchant in keeping track of his accounts, recording each clerk's transactions separately and keeping his cash in a separate drawer.

The new N. C R. power station is the outcome of the company's policy of making the buildings and surroundings of the factory beautiful and healthful. Such an environment is an aid to good work and makes intelligent and conscientious effort characteristic of the employes of the N. C. R.

BUTLER & BOSHER GET CONTRACT.

Combine Firm will Supply the Navy Dept. with 150,000 Pounds of Tobacco.

Washington, D. C., June 5,

The contract for the 150,000 pounds of tobacco for the navy department has been awarded, the goods to be supplied at 34½ cents by Butler & Bosher, of Richmond.

The award was made on recommendation of the paymaster general of the navy after all the bids and the samples of the tobacco had been submitted to the official requirements.

Butler & Bosher is generally accepted as one of the American Tobacco Company's concerns, and the giving of the contract to that firm will create more or less feeling among the independent bidders, who protested at the time the bids were submitted that the contest was an unfair one. It is not implied that Butler & Bosher are not in a position to fulfill the contract satisfactorily. The point hinges on the restriction imposed by the government that but three samples were to be entered by each concern bidding.

The independents argued that the American Tobacco Co. by having a number of its companies bid was thus enabled to offer a proportionate increased number of samples and so had an unfair advantage over the independents.

The government after considering the protest, disregarded it and Secretary Morton awarded the contract as has been stated. The independents cannot but feel that this is the result of the condition of which they complained.

The amount of the contract will be something more than $50,000. Butler & Bosher have had the contract for a number of years, with the exception of last, when Larus & Bro., an independent firm secured the job of supplying the department with nearly 500,000 pounds of tobacco. On the present contract the bid of Butler & Bosher was the lowest.

Trade-Mark Register.

LA TELLERO 14,820
For cigars Registered May 29, 1905, at 11 a m, by Teller, Kleinsmith & Co, Philadelphia, Pa

MAJESTY 14,823
For cigars Registered May 31, 1905, at 3 p m, by Haskins & Co, Phila, Pa

GENIE 14,824
For cigars Registered May 31, 1905, at 3 p m, by Haskins & Co, Phila, Pa

KEYSTONE CIGAR STORE CO 14,825
As a trade name Registered May 31, 1905, at 3 p m, by Keystone Cigar Store Co, Philadelphia, Pa

WHITCHER'S HILL SIDE SCRAP 14,826
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered June 1, 1905, at 9 a m, by J P McCudden, Cincinnati, O

ROSTRA 14,827
For cigars, cigarettes, stogies and cheroots Registered June 1, 1905, at 9 a m, by Keystone Cigar Store Co, Philadelphia, Pa

HADRIAN 14,829
For cigars, cigarettes, stogies and cheroots Registered June 1, 1905, at 9 a m, by Keystone Cigar Store Co, Philadelphia, Pa

THE LABARUM 14,830
For cigars, cigarettes, stogies and cheroots. Registered June 1, 1905, at 9 a m, by Keystone Cigar Store Co, Philadelphia, Pa

PHILLIES 14,831
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered June 2, 1905, at 9 a m, by P Hochman, Philadelphia, Pa

REJECTIONS.

America's Pride La Pomado

CORRECTION.

NADA MEJOR 14,813
For cigars Registered May 25, 1905, by Mr. Martinez, should have been by Philip Martinez, Germantown, Pa

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS and DEALERS IN **Leaf Tobaccos**
142 N. Market Street,
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

BRANDS:
"MANO" 10c. Cigar
"Modjeska"
and "La Mano"
5-cent Cigars

H. C. LONG & CO.
Manufacturers of **Cigars,** LEBANON, Pa.

OFFICE:
118 Mifflin Street
FACTORY:
Cor. Maple and Plum Aves.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio.

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses--- West Milton, O.
Branch--- Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

The tobacco season has opened in good earnest. Box after box of plants are being transported from the beds to the fields to be there transplanted into their new conditions. And such conditions as they have had to undergo! First the cold drying winds, then the hot sun of midday and lastly the three frosts. Many of the fields have to be reharrowed and reset. Some must be twice set, and there are some that must be set the third time. It was a lucky strike when those who set early had plenty of plants to reset with. Loads and more loads of water are being drawn to supply the setting machines. The land is so dry that an abundance of water is required to make the plants live. Most of the large growers are busy with their transplanting, and some are from one half to three fourths through. A correspondent reports:

Agawam, Mass.: "On account of the cold weather tobacco plants have been kept back somewhat. Transplanting began last week. Havana plants are plenty, but broad leaf plants are scarce. Some beds have not come forward at all."
—American Cultivator.

HOPKINSVILLE, KY.

M. D. Boales.

Since last writing, sales have been larger with good demand for all offerings at satisfactory prices. The bulk of the crop now in and the new crop planted, with some curtailment of acreage in some localities. I quote market:

New Lugs—Low, 3½ to 4c; Common, 4 to 4c½; Medium, 4½ to 5c; Good, 5 to 6c.

Leaf—Low, 5 to 6c; Common, 6 to 7½c; Medium, 7½ to 8½c; Good, 8½ to 10c; Fine, 10 to 14c.

Loose floor sales small in quantity, good in prices—Lugs, 3 to 5c; Leaf, 5 to 13c.

Farmers' association tobacco being stored in warehouses subject to their inspection and sale by their salesman.

MONTHLY REPORT—JUNE 1.

	1905	1904
Receipts for month,	20,60	1,975
" year,	4,480	3,675
Sales for month,	566	710
" year,	1,259	1,723
Shipments for month,	820	529
" year,	2,457	2,062
Stocks on sale,	4,041	3,167
" sold,	746	348
Stocks on hand,	4,788	3,515

Sales for the week, 364 hhds, all private. Sampling and selling continues.

EDGERTON, WIS.

Trading from first hands continues to receive about the same attention as for several weeks, except the aggregate business is all the time declining, though the growing districts are all the time being hunted over. A few recent transactions coming to notice are:

Ole Gunderson, 20cs at 8 asst
O. N. Luraas, 18a at 7c asst
Nick Anderson, 26cs at 7½ and 2c asst
Chas. Carrier, 7a at 5 and 2c bl
A. Jenson & Sons have received about 80cs of '03 from growers; 62cs 1901 02 crop was sold by O. N. Luraas to O. K. Roe at 10c.

Old leaf is traded in moderately by packers, though the low grade goods have the stronger call. The Silverthorne packing of 1901 of 250cs is reported sold to the American Tobacco Co.

Wet weather has delayed the preparing of the tobacco fields somewhat, but a commencement of planting will be started the coming week. Ten days of good growing weather is needed to bring the great bulk of plants up to standard size for setting. They are in abundance and ought to be ready by the time the average grower has his fields in condition.

Shipments 500cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts in May were 4,833 hhds, sales, 1,563 hhds, shipments, 969 hhds, total stocks June 1, 9,478 hhds

Buyers stocks were 1,167 hhds, sellers stocks, 8,311 hhds.

Established 1864 Factory No. 20, 9th Dist., Pa.
Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.
Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,900 per Day. Telegraph—York, Pa.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

AMERICAN
Leaf Tobacco Co.
INCORPORATED,
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

M. H. Clark & Bro
Leaf Tobacco Brokers,
Clarksville, Tenn.
Cable Address, "CLARK."
HOPKINSVILLE, KY.
PADUCAH, KY.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Hopkinsville, Ky.

ATTENTION, TOBACCO JOBBERS!!

Choice Natural Leaf

CHEWING and SMOKING TOBACCO

(UNION LABEL GOODS)

8 and 16 ounce Packages . . . . 20 Cents
2 1-2 ounce Packages . . . . . 21 Cents

GOOD, CLEANED, SEASONED CUT SCRAP

Packed in 5 Pound Cartons. Freight Prepaid. Send for Sample.

READING TOBACCO MFG. CO.,

George W. Green, Prop. READING, PA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE **Cigars**
For Wholesale Trade Only,
McSherrystown, Pa.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
The Smokers' Favorite Brands. RED LION, PA.

C·M·CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

Our receipts this week were 1,262 hhds offerings on the breaks 471 hhds, total sales 490 hhds.

The market was active and strong, with an advance of ¼ to ½ cent on all substantial sorts, and still farther advances are looked for by the warehouses.

But few lugs appeared in the offerings, there is an undercurrent of speculation in this grade, and sizable lots are bought privately to be held for a full advance.

The report above is of our open market, the Planters' Protective Association is at present dealing in large lots, of which samples have gone forward for approval.

The planting weather has continued, and perhaps 90 per cent of the proposed crop is now in the field with a generally good stand.

The reports to the Association indicate an area about 10 to 15 per cent less than in 1904, the opposition's estimates are larger. The moderate crop of 1904 is coming in rapidly, and will soon all be in the warehouses.

We quote:

Low Lugs	$3.50	to $4.00
Common Lugs	4.25	to 4.50
Medium Lugs	4.50	to 5.00
Good Lugs	5.00	to 5.50
Low Leaf	5.00	to 6.00
Common Leaf	6.25	to 7.00
Medium Leaf	7.50	to 8.50
Good Leaf	9.00	to 10.50
Fine Leaf	11.00	to 13 00

The Shyer Cigar Co., of Davidson county, Tenn., has been incorporated with a capital of $3.000

All Kinds and Sizes
WOOD, PORCELAIN and CLAY
Pipes

Clay Pipes a Specialty
Send for Illustrated Price List
I. SCHILZ-MÜLLENBACH
Manufacturer and Exporter
HÖHR, (near Coblenz) GERMANY

TRUST MAY BE TRIED AGAIN.

Massachusetts District Attorney Thinks of Having a New Trial.

Boston, Mass., June 5.

District Attorney French will probably ask for a new trial of the trust cases as soon as he has studied the decision of the supreme court in the Strauss case.

When asked as to his intention he declined to talk for publication except to say that, so far as he had learned, the decision contained nothing which would make it impossible to retry the case under an indictment similar to that on which the case had originally been brought.

The supreme court decision was almost entirely upon the meaning of the statutes. The court held that the legislature did not intend to go quite so far as the trial court intimated in its instructions. It is understood that the supreme court did not pass upon the question of the exact application of the statute beyond determining that the trial court had stretched the construction of its application too far. The interpretation of the law on constitutional grounds or as applying to interstate commerce was not fully settled by the decision just made.

SINKING SPRINGS' NEW FACTORY.

Reading, Pa., June 5.

Sinking Springs is having a new manufacturing plant added to its list of enterprises. The new building belonging to Dr. James Y. Shearer, at Sinking Springs, and which for a couple of years past has been used for a leaf tobacco warehouse, has been rented to Henry Heymann's Son's cigar manufacturers of Philadelphia, who are expecting to start operations there today beginning with between twenty and thirty cigarmakers. This firm, I have been informed, has an established line of goods on the market and it is confidently believed in Sinking Springs that the inauguration of this enterprise will be a valuable acquisition for the borough.

The Connelton Tobacco Manufacturing Co., of Connelton, Ind., has been incorporated by Martin P. Casper, Henry Heck, John L. Irvin, James R. Hay, Thomas W. Irvin, Anton J. Kirst and Jesse M. Cunningham.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
Successor to J. Neff
MANUFACTURER OF
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
HIGH-GRADE
Domestic CIGARS
Hanover, Pa.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

W. R. DAUGHERTY & BRO.
Dallastown, Pa.

Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make **SCRAP Filler, Ready for Use.**
Phones { York, No. 130 / Bell, No. 1873 **12 S. George St., YORK, PA.**

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: **WEALTH PRODUCER. Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds.
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

AMOS DUNKEL'S SAYINGS.

Relates an Experience with Leaf Salesmen He will Try Tobacco Planting.

Hinkeltown uf dem pike,
dar 31 Moi, 1905.

Mishter Editor:

Wel es is now ever. Ich mane, of korse, die grose fortsumling fun de duwak leid. Sie sin al gud ous gadrate, un ich glabe os sie aw al a gud tseit kotta hen. Enichow, necht yohr wellen sie a mohl widder tsomma kumma, ovver no gaya se noch Ohio om Dayton. Sel sol aw so an eirch ar grosar duwak blotz sei. Sheer gawr so grose os Lengeshter, farleicht. Es hut enich how so a paar leit do os ols dat nous ga for ols duwak tsu kaufa, un no duen sie aw a dale dat packa.

Ich was noch os mi gros mommy ols amohl gsawd hut; Mer maint ols amohl sheer net os so an olde frau an mensh sei kent. Ovver sie sin dock Un dreva im Yirk Kounty is ane os a mohl a rechte frau is, un ane os aw a segar factoiy runna kon un dut aw, so a tsimlicha grosa. Sie dut net yust a segar fatory runna, ovver sie dut aw era segar farkofa, un ordlich feel da fun da bei. Ich wahr he gonga un hob sie slver gsana. Sie farkoft era segar in feel fun dena grosa stodt we Filadelfia un Nei Yirk, un aw onnera bletz. So kommer wissa os sie a mohl aw gawis a mensh is.

Do de letcht wock hob ich ovver a mohl so paar duwak agents aw gadruffa, un de hen era bossa bei sich kot. Ich denk farleicht se hen a mohl sanna wella we don aw de kal shoffa won sie drous im lund sin un om gelt schpenda. Aner fun sella kal hot gsawt tsu de leit, wos an grosa bisness sei boss ols gadu het. Ich denk ar hot as a bissel gros ardich shina mocha wella, un hut gadenkt sel date helfa, farleicht. Yust a paar dawk noch dem hob ich dar kal widder aw gadruffa un no hot ar sei boss bei sich kotta. No hob ich ovver farvard a mohl abes tsu hara, ovver ich wahr gadissapoint warra, for dar boss hot gawr nix gsawt fun de grose bisness os ar ols gadu het, un net yust sel ala, ovver ar hot varhoftich gaglaght was a longsumma bisness olla weil ware. No hob ich my mind uf gamocht os dar onner kal date gleicha tsu lega farleicht. Ovver ar fint noch ous us ar kon net do segar leit immer foola mit so grosa gswetsch.

Ich hob farsprocha tsu helfa duwak blontza de woch a mohl a dawk, for a mohl a bissel tsu larna we se aw du for dar duwak recht stirck woxa tsu mocha. Es hut eva feel bauerei do rum, un sie dua al duwak tsega, un des mocht so feel arweit os se sheer gawr net ganunk leit grega kenna for dirch tsu kumma. Of korse, ich hobs ena gsawt os iech ken bauer bin, ovver ich date sie doch net stecha lossa, un so denk ich mus ich a mohl stuppa shreiva bis anonera woch farleicht. Gud bei. AMOS DUNKEL.

—An order for Virginia tobacco seed, for use in Africa, has been received by the Slate Seed Co., of Hyco, Va.

PATENTS RELATING to TOBACCO, Etc.

791,004 Match splint forming machine; Almon B. Calkins, Franklin, N. J.

791,246 Cigar making machine; George H. Catt, Hythe, England.

791,257 Cigar holding device; Thos. B. Erwin and H. C. Meyer, Britt, Iowa.

791,222 Match box; Arthur E. Smith, Geneva, Pa.

791,049 Cigar cutter and advertising device; Purnell W. Smith, Philadelphia, Pa.

791,224 Cigar vending machine; Lee C. Spooner, St. Louis, Mo.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK CHICAGO ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

E. A. CÁLVES & CO. IMPORTERS OF **HAVANA** 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

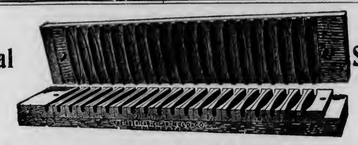
W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

Vertical Top  Solid and Durable
We Furnish BEST GRADE CIGAR MOLD.
Our Prices are the Lowest.
Sample Sections Free.
THE AMERICAN CIGAR MOLD CO.,
1935--1937 Western Avenue, Cincinnati, Ohio

A. KAUFFMAN & BRO.
CIGAR BOXES
YORK, PENN'A.

Special Designs Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty Metal Printed Labels

Wm. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540 to 548 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,
Manufacturer of

Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED. 1e Droit Building, WASHINGTON, D. C.

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

and either sells them that way or already broken up. You can get quite a number for a nickel, as the price has to be lower for the same quantity than any brand of smoking tobabco, but after the scavenger's eye is trained for cigars, he can get together an incredible number in a day's time.

That is all there is to it, and there never was or will be a manufacturer who tried to make a cigar from what men of all sorts and conditions had spit out of their mouths into the gutter.

It seems to me that it is almost criminal to spread such a belief, particularly when it would involve so little trouble to get the thing straight. As a prominent jobber said when he read the article in the Brooklyn paper: "The reporter could easily have followed those boys up and learned what they really did with the butts, instead of assuming that they sold them to manufacturers or dealers."

That might spoil the "story," though.

THE OLD SALESMAN.

WEATHER-CROP BULLETIN.

Department of Agriculture's Weekly Report on Tobacco Plants.

Washington, D. C., June 2.

The latest reports by States from the weather-crop bulletin of the Department of Agriculture on the condition of the tobacco plants throughout the country is as follows:

New England—Tobacco ten days late, but outlook favorable.

Pennsylvania—Some tobacco replanted.

Maryland—General rain needed for transplanting tobacco.

Virginia—Tobacco planting well advanced.

North Carolina—Transplanting tobacco nearly finished; crop doing well.

South Carolina—Tobacco not doing well.

Tennessee—Tobacco is mostly set and doing well.

Kentucky—Rapid progress with transplanting tobacco; plants mostly doing well, but cut worms injuring.

Indiana—Transplanting tobacco continues.

Ohio—Tobacco affected by cold; setting going on rapidly.

PROMINENT ST. LOUIS TOBACCO MAN DIES.

H. Charles Hauptmann, youngest son of the late Peter Hauptmann, and Vice-President of the Peter Hauptmann Tobacco Company, of St. Louis, died last week at 4718 Greer avenue. He was taken ill five weeks ago from bronchial pneumonia, which developed into tuberculosis, and caused his death.

He was born in St. Louis 32 years ago and after receiving his education began at the bottom and worked his way up until at the time of his father's death, December 21, 1904, he was superintendent of the business. He inherited a controlling interest in the company.

Mr. Hauptmann was married September 29, 1897, to Miss Annie Heidemann of Brighton, Ill. Besides his wife, Mr. Hauptmann is survived by two brothers, William and Henry, both of whom are employed by the Continental Tobacco Company.

Business Changes, Fires, Etc.

California

Los Angeles—L E Goodman, cigars; transferred assets.

Connecticut

Norwalk—Charles Johnson, cigars; sold out

New Haven—Charles B Wirtz, cigar manufacturer; real estate mtge, $8,000

District of Columbia

Washington—Louis E Paxson, cigars, tobacco, etc; sued on debt of $127

Illinois

Bloomington—Fred Pietch, cigars; discontinued

Massachusetts

Boston—Herbert E Lombard, cigars and tobacco; damaged by fire

The Talk & Nathan Cigar Co, wholesaler and retailer of cigars; petitioned court for dissolution of corporation

Michigan

Benton Harbor—Ralston & Newton, cigar manufacturers; chattel mtge, $122

Detroit—Bertrand Buchanan, retailer of cigars and tobacco; chattel mtge, $700

New York

Newburgh—E McEwen, cigars; out of business

New York City—Louis F Fromer & Co, wholesale cigars; Louis F Fromer dead

Ohio

Paulding—Palm Cigar Co (not inc); dissolved.

Toledo—Dennis Molony, cigar manufacturer; Dennis Molony dead

Pennsylvania

Lebanon—Mrs Margaret Long, Justice Cigar Factory; petition in bankruptcy.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U.S.A.

OLDEST MANUFACTURERS OF
PEACH and PRUNE ESSENCES
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS,
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars.
Guaranteed to be the Strongest and Best.
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively
JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.
Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,

Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED. Le Droit Building, WASHINGTON, D. C.

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

and either sells them that way or already broken up. You can get quite a number for a nickel, as the price has to be lower for the same quantity than any brand of smoking tobabco, but after the scavenger's eye is trained for cigars, he can get together an incredible number in a day's time.

That is all there is to it, and there never was or will be a manufacturer who tried to make a cigar from what men of all sorts and conditions had spit out of their mouths into the gutter.

It seems to me that it is almost criminal to spread such a belief, particularly when it would involve so little trouble to get the thing straight. As a prominent jobber said when he read the article in the Brooklyn paper: "The reporter could easily have followed those boys up and learned what they really did with the butts, instead of assuming that they sold them to manufacturers or dealers."

That might spoil the "story," though.

THE OLD SALESMAN.

WEATHER-CROP BULLETIN.

Department of Agriculture's Weekly Report on Tobacco Plants.

Washington, D. C., June 2.

The latest reports by States from the weather-crop bulletin of the Department of Agriculture on the condition of the tobacco plants throughout the country is as follows:

New England—Tobacco ten days late, but outlook favorable.

Pennsylvania–Some tobacco replanted.

Maryland—General rain needed for transplanting tobacco.

Virginia—Tobacco planting well advanced.

North Carolina—Transplanting tobacco nearly finished; crop doing well.

South Carolina—Tobacco not doing well.

Tennessee—Tobacco is mostly set and doing well.

Kentucky—Rapid progress with transplanting tobacco; plants mostly doing well, but cut worms injuring.

Indiana—Transplanting tobacco continues.

Ohio—Tobacco affected by cold; setting going on rapidly.

PROMINENT ST. LOUIS TOBACCO MAN DIES.

H. Charles Hauptmann, youngest son of the late Peter Hauptmann, and Vice-President of the Peter Hauptmann Tobacco Company, of St. Louis, died last week at 4718 Greer avenue. He was taken ill five weeks ago from bronchial pneumonia, which developed into tuberculosis, and caused his death.

He was born in St. Louis 32 years ago and after receiving his education began at the bottom and worked his way up until at the time of his father's death, December 21, 1904, he was superintendent of the business. He inherited a controlling interest in the company.

Mr. Hauptmann was married September 29, 1897, to Miss Annie Heidemann of Brighton, Ill. Besides his wife, Mr. Hauptmann is survived by two brothers, William and Henry, both of whom are employed by the Continental Tobacco Company.

Business Changes, Fires, Etc.

California

Los Angeles—L E Goodman, cigars; transferred assets.

Connecticut

Norwalk—Charles Johnson, cigars; sold out

New Haven—Charles B Wirtz, cigar manufacturer; real estate mtge, $8,000

District of Columbia

Washington—Louis E Paxson, cigars, tobacco, etc; sued on debt of $127

Illinois

Bloomington—Fred Pietch, cigars; discontinued

Massachusetts

Boston—Herbert E Lombard, cigars and tobacco; damaged by fire

The Talk & Nathan Cigar Co, wholesaler and retailer of cigars; petitioned court for dissolution of corporation

Michigan

Benton Harbor—Ralston & Newton, cigar manufacturers; chattel mtge, $122

Detroit—Bertrand Buchanan, retailer of cigars and tobacco; chattel mtge, $700

New York

Newburgh—E McEwen, cigars; out of business

New York City—Louis F Fromer & Co, wholesale cigars; Louis F Fromer dead

Ohio

Paulding—Palm Cigar Co (not inc); dissolved.

Toledo—Dennis Molony, cigar manufacturer; Dennis Molony dead

Pennsylvania

Lebanon—Mrs Margaret Long, Justice Cigar Factory; petition in bankruptcy.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

OLDEST MANUFACTURERS OF
PEACH and PRUNE ESSENCES
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS,
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars.
Guaranteed to be the Strongest and Best.
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
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WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS

THE AMERICAN TOBACCO CO. NEW YORK.

INTENTIONAL SECOND EXPOSURE

E. A. CALVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

National Cigar Clipper

It Clips a V in Ends of Cigars---

A LITTLE vest pocket instrument for the smoker that puts a V in ends of cigars—neatly—accurately—without breaking wrapper, no matter how dry or brittle the cigar is.

It doesn't bite and pull and squeeze; but cuts "shear ways," the common sense way—a way that can't dull the the cutter and disfigure the point of cigar.

Design is elegant—nothing like it on the market anywhere Finest tool steel—nickel plated, and polished.

Makes an effective and lasting piece of advertising for the cigar manufacturer and distributer because of its ability to attract attention—its utility and durability.

The dealer can't put a better selling novelty before a smoker. Hits two ways,—snug profit when sold—fetching advertising with name on.

Sample 15 cents. Dozen lots without ad. $1.25.

Gross lots without ad. $14.00; with ad. if not more than three lines, three eighth of an inch long, $16.50.

NATIONAL SELLING CO., Allentown, Pa.

Maybe not today or tomorrow, but some day soon

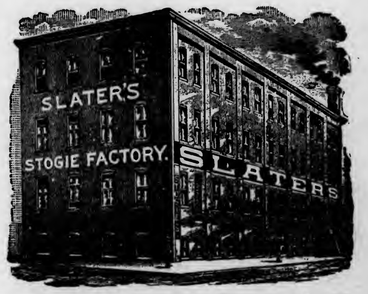
You'll need them quick!
Note the address
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.

Manufacturers of Hand-Made

LONG FILLER STOGIES

Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



E. ROSENWALD & BRO.

THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXV., No. 24.

PHILADELPHIA and NEW YORK, JUNE 14, 1905.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

The Leading Exclusive Sumatra House

Our Purchases of

NEW SUMATRA TOBACCO

Up to Date:

BALES		BALES	
81	S P | Deli	74	Deli My | K
211	St. Cyr | Deli	92	J H M | Deli
110	Amst. Deli Co. | J H	202	A F M | S
50	Deli Ba My	120	Langkat | Tab My | H L
69	Mandi Angin Deli A	65	T T R | Langkat
25	L P C | Padang Brahrang	41	Deli Ma | A
406	S K | Deli	300	Mandi Angin | Deli—A
125	Sumatra Plantage My	44	P v d A | K
144	A D C | Deli	27	P v d A | H
53	B M | Langkat	200	Various Marks

2,439 Bales

We will continue buying at every inscription, in order to supply our trade.

We are holders of One Thousand Bales of Old Sumatra at Old Prices.

H. DUYS & CO.

170 Water Street,
New York

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

—THE TOBACCO WORLD—

MANETO CIGAR

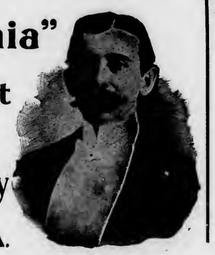
GUMPERT BRO'S. Manufacturers

114 N. 7th St. Philadelphia

Sumatra Wrapper—Vuelta Havana filler—the highest grade workmanship. There's a combination that makes the finest cigar we know of. The name of the cigar is **JOHN HAY,** and it sells for ten cents.

STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAVING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.



EISENLOHR'S Cinco Cigars
Philadelphia

Clean as the Food You Eat
Vesper Cigar 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

NAPOLEON 5¢

Channing Allen & Co
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F.H. POWELL'S
LA FLOR DE Oxus
CELEBRATED 5¢
PHILADELPHIA CIGARS CAMDEN

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

WEEKLY CROP REPORT.

Latest Bulletin on Condition of Tobacco From Department of Agriculture.

Washington, D. C., June 9.

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North Carolina—Tobacco in excellent condition.

Tennessee—Tobacco growing well.

Kentucky—Tobacco planting nearly completed, healthy and promising; cut worms still injuring.

Indiana—Transplanting tobacco continues.

Ohio—Tobacco fair.

CAN IMPORT CIGARETTES.

Indiana Judge Decides Smoker Can Work It That Way.

Indianapolis, June 8.

Under a decision rendered today by Superior Court Judge James Leathers smokers may import cigarettes from other States and smoke them in Indiana, but cannot sell them or give them away in the State. This makes it imperative for every man who wants cigarettes to import them himself.

The decision was in the case of W. W. Lowry, who was indicted for smoking a cigarette. He proved that he had imported the cigarette from another State and pleaded his right to do so under the Interstate Commerce law. Judge Leathers sustained the plea. The Commonwealth will appeal.

Lowry was a martyr for the cause of the cigarette smoker, but feels that he is repaid for his trouble and annoyance.

ROCKFORD, ILL., SNUFF COMPANY CHANGES HANDS.

The Rockford Snuff and Tobacco Company, of Rockford, Ill., incorporated under the laws of the State in 1887, is now in the possession of Victor Nelson and Augustus Gustafson, of Chicago.

The company has been doing a thriving business under the management of E. R. Jonson and it is for the purpose of getting away from the business cares that he has sold out almost the entire stock, retaining the minority merely as an investment.

The new managers are both experienced in the manufacture of snuff, and Victor Nelson has for seventeen years past been actively engaged in producing the commodity, which has a ready sale in Rockford. The two gentlemen will move their families to the city in about one month.

DEPARTMENT OF AGRICULTURE'S REPORT ON TEXAS TOBACCO.

Crop was Handled by Philadelphia Broker Who Declares Tobacco "Superior Piece of Filler" for Mixing with Havana, with Chance for a Good Future. One Manufacturing Firm Not So Favorable.

Washington, D. C., June 10.

The United States Department of Agriculture has received a complete report of the experiments in growing Cuban seed tobacco in Texas, conducted by George T. McNess and Walter M. Hinson, with a view of enabling the Texas farmer to retrieve his cotton losses, and also to expand the domestic industry.

After the tobacco had been cured it was placed in the hands of a prominent broker for sale, in order to ascertain the commercial value of the leaf. A number of the reports were favorable, although Otto Eisenlohr & Bros., of Philadelphia, were not particularly impressed by the tobacco, as witness the following letter received from them by the department:

Dear Sir: Your communication of the 1st instant at hand and carefully noted.

In reply to same, would say that we have given the tobacco of which you speak a thorough test. We find, however, that the quality is not good enough to use as a substitute for Havana tobacco, in fact it is hardly equal to the filler tobaccos which are grown in the better sections of Pennsylvania.

We have only worked a small portion of the bale. The remainder we still have in stock and will eventually work it with the other seed fillers.

Trusting that this information will be of service to you, we are,

Yours, very truly,
OTTO EISENLOHR & BROS.

The department also received the following report on the sale of the tobacco from Herman G. Vetterlein, of Philadelphia, in whose hands it was placed:

Dear Sir: The tobacco raised in Texas under the supervision of the Bureau of Soils, being now sold, I would herewith report that while there was a very complete and thorough distribution of the catalogues calling attention of the manufacturers of cigars and dealers in leaf tobacco to the experiments made in the above mentioned State, the demand for samples to test the merits of this tobacco was not as great as one would expect, and this can readily be accounted for by the fact that the manufacturers of cigars are loath to take up anything new or different to what they have been using, for fear of injuring their established brands of cigars, the results of years of work and expense.

However, various bales and samples have been sufficiently distributed to warrant the statement that the department has succeeded in raising a superior piece of filler tobacco, part of it being smooth and mellow in taste and part of it being with a trifle more body, but both being very suitable for mixing with Habana or even using it entirely clear, and with the continuance of the care in raising and handling of it, and the natural improvement that one would expect in its continual production, in the end it should find a position in the market where its merits should create satisfactory demand.

To secure this desirable result it will be necessary for the growers to be satisfied with small profits in the beginning, and prices should be made accordingly, so as to invite purchasers.

Yours truly, HERMAN VETTERLEIN.

The report of Messrs. McNess and Hinson, detail completely the experiments conducted during 1902 and 1903 and then states in part:

At the beginning of 1904 the Bureau had ascertained, through the two years' experiments the types of soil upon which a tobacco nearly approaching the Cuban leaf, and surpassing any filler now being grown in the United States, could be successfully produced; but it seemed advisable to continue the experiments during the season of 1904 to see if by different methods of fertilization and cultivation, and by eliminating past mistakes a still better leaf could be grown.

Headquarters were established at Nacogdoches, Nacogdoches county, Tex., where the Bureau had the previous year established a warehouse. Substations were also established at Crockett, Houston county, and at Giddings, Lee county. Each of these stations was placed in charge of an assistant expert, whose duties were to supervise and assist in the work of growing an experiment crop.

The first step in fitting the soil for the reception of the plants were taken in Nacogdoches county the latter part of February. The land had been planted in corn for several years. In the latter part of March the field was laid off in 3 foot rows, and prepared for setting the plants, throwing the soil into beds with a turn plow turning four furrows to each row. Later on, about the 1st of April, two furrows were turned back into the water furrow, leaving a list 1 foot wide and above the level of space between the rows. This left the soil in good condition for transplanting.

Transplanting was begun on April 8. The plants were placed 10 inches apart in the row, and just before setting the lists were leveled off by means of a board attached to a plow, which left the soil in a loose, moist condition, so that the roots of the young plants would not be injured by coming in contact with or by being set in the dry surface soil. The setting of plants was continued in this field up to April 30, and a good stand was secured, necessitating very little resetting.

The flower bud appeared from seven to eight weeks after setting out the plants. The first topping was done at Nacogdoches, about June 5, exactly seven weeks after the first setting, and it was continued at different intervals upon the various fields until all the plants were topped.

Harvesting was commenced at the north field, Nacogdoches, on June 20, when such plants as had reached the right stage of ripeness were cut and speared upon lath in the field, from 10 to 20 plants being placed on each lath. The laths were then placed upon racks built in the shady part of the field, and there the tobacco was allowed to hang until it wilted.

After the tobacco had remained on the racks in the field long enough to allow it to be handled without damaging the leaf it was hung upon the tier poles to cure.

During the first damp weather after the tobacco had been thoroughly cured it was taken down. The night before, the barns were opened, to allow free circulation of moist air to put the tobacco in good "kase" or "order." The tobacco was then stripped from the lath and the leaves picked off the stalks, making three grades—tops, middles, and sand or bottom leaves. This selection was made so that the tobacco could be better handled in the warehouses.

After it had been thoroughly fermented the tobacco was assorted into three grades, namely, heavy, flimsy, and broken filler. The first two grade represented perfect leaves, the only difference in the leaves being that those classed as heavy contained more body than those placed in the flimsy grade. The broken filler consisted of imperfect leaves from both the heavy and light leaves, which because of this condition would not command as high a price as the other two grades.

The total production from the 8¼ acres harvested was 5,461 pounds, or an average yield per acre of 624.1 pounds. The total cost of production was $1,180.78, or 21.6 cents per pound.

There is no doubt whatever that the farmer can grow this tobacco at a much lower cost than in these experimental crops, in which all the labor and teams were hired at very liberal prices, a cash rental paid for the land and barns, and much experimental work performed by the Bureau's own force, which is charged at the uniform rate of 10 cents per hour, and materially increases the cost of production as given in the following tables. It is believed that the farmer having all the facilities on his plantation can grow this tobacco at a cost not exceeding 10 cents a pound. In fact, an estimate based upon the foregoing statement of expenditures and other data gathered during the progress of this work in Texas indicate that the tobacco can be produced, under normal conditions, and with a minimum yield of 600 pounds for less than 10 cents a pound.

MONTGOMERY CO., KY., CROP SOLD.

Continental Tobacco Co. Makes Larger Purchases Than Ever Before.

Mt. Sterling, Ky., June 8.

Purchasing of the 1904 tobacco crop has closed here, and about 4,000,000 pounds have been secured, of which the Connental Tobacco Co. got 3,263,000, more than they have secured in any previous year.

The tobacco cost an average of ten cents per pound and has been delivered. The crop was above the average and brought good prices, the highest price paid by this company being fourteen cents. Independent dealers purchased 200,000 pounds at an average of nine cents. The year was a money maker for the majority of raisers and increased acreage will be put in this year. The entire crop of 1904 will place over $350,000 in the hands of Montgomery county planters.

CINCINNATI JOBBING FIRM BRANCHES OUT.

The A. T. Morris wholesale cigar firm of Cincinnati, O, expects to open a wholesale branch store in Stealing, Ill., in the near future and the firm has secured the services of Charles Plunkett to take charge of the work in that city. He expects to receive his samples in a few days, they having been shipped. Mr. Plunkett is a good man, and there is no doubt but that he will make a success of the venture. For the next four or five weeks he will labor in the city and neighboring towns and after the creation of a demand for the products of the company, fifteen brands of cigars in number, the firm will open a branch house here.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
—THE TOBACCO WORLD—

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
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STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
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EISENLOHR'S Cinco Philadelphia CIGARS

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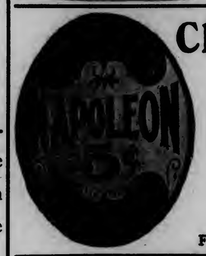

Channing Allen & Co
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F. H. POWELL'S LA FLOR DE CELEBRATED 5¢ PHILADELPHIA CIGARS CAMDEN

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Washington, D. C., June 10.

The United States Department of Agriculture has received a complete report of the experiments in growing Cuban seed tobacco in Texas, conducted by George T. McNess and Walter M. Hinson, with a view of enabling the Texas farmer to retrieve his cotton losses, and also to expand the domestic industry.

After the tobacco had been cured it was placed in the hands of a prominent broker for sale, in order to ascertain the commercial value of the leaf. A number of the reports were favorable, although Otto Eisenlohr & Bros., of Philadelphia, were not particularly impressed by the tobacco, as witness the following letter received from them by the department:

Dear Sir: Your communication of the 1st instant at hand and carefully noted.

In reply to same, would say that we have given the tobacco of which you speak a thorough test. We find, however, that the quality is not good enough to use as a substitute for Havana tobacco, in fact it is hardly equal to the filler tobaccos which are grown in the better sections of Pennsylvania.

We have only worked a small portion of the bale. The remainder we still have in stock and will eventually work it with the other seed fillers.

Trusting that this information will be of service to you, we are,

Yours, very truly,
OTTO EISENLOHR & BROS.

The department also received the following report on the sale of the tobacco from Herman G. Vetterlein, of Philadelphia, in whose hands it was placed:

Dear Sir: The tobacco raised in Texas under the supervision of the Bureau of Soils, being now sold, I would herewith report that while there was a very complete and thorough distribution of the catalogues calling attention of the manufacturers of cigars and dealers in leaf tobacco to the experiments made in the above mentioned State, the demand for samples to test the merits of this tobacco was not as great as one would expect, and this can readily be accounted for by the fact that the manufacturers of cigars are loath to take up anything new or different to what they have been using, for fear of injuring their established brands of cigars, the results of years of work and expense.

However, various bales and samples have been sufficiently distributed to warrant the statement that the department has succeeded in raising a superior piece of filler tobacco, part of it being smooth and mellow in taste and part of it being with a trifle more body, but both being very suitable for mixing with Habana or even using it entirely clear, and with the continuance of the care in raising and handling of it, and the natural improvement that one would expect in its continual production, in the end it should find a position in the market where its merits should create satisfactory demand.

To secure this desirable result it will be necessary for the growers to be satisfied with small profits in the beginning, and prices should be made accordingly, so as to invite purchasers.

Yours truly, HERMAN VETTERLEIN.

Washington, D. C., June 10.

The report of Messrs. McNess and Hinson, detail completely the experiments conducted during 1902 and 1903 and then states in part:

At the beginning of 1904 the Bureau had ascertained, through the two years' experiments the types of soil upon which a tobacco nearly approaching the Cuban leaf, and surpassing any filler now being grown in the United States, could be successfully produced; but it seemed advisable to continue the experiments during the season of 1904 to see if by different methods of fertilization and cultivation, and by eliminating past mistakes a still better leaf could be grown.

Headquarters were established at Nacogdoches, Nacogdoches county, Tex., where the Bureau had the previous year established a warehouse. Substations were also established at Crockett, Houston county, and at Giddings, Lee county. Each of these stations was placed in charge of an assistant expert, whose duties were to supervise and assist in the work of growing an experiment crop.

The first step in fitting the soil for the reception of the plants were taken in Nacogdoches county the latter part of February. The land had been planted in corn for several years. In the latter part of March the field was laid off in 3 foot rows, and prepared for setting the plants, throwing the soil into beds with a turn plow turning four furrows to each row. Later on, about the 1st of April, two furrows were turned back into the water furrow, leaving a list 1 foot wide and above the level of space between the rows. This left the soil in good condition for transplanting.

Transplanting was begun on April 8. The plants were placed 10 inches apart in the row, and just before setting the lists were leveled off by means of a board attached to a plow, which left the soil in a loose, moist condition, so that the roots of the young plants would not be injured by coming in contact with or by being set in the dry surface soil. The setting of plants was continued in this field up to April 30, and a good stand was secured, necessitating very little resetting.

The flower bud appeared from seven to eight weeks after setting out the plants. The first topping was done at Nacogdoches, about June 5, exactly seven weeks after the first setting, and it was continued at different intervals upon the various fields until all the plants were topped.

Harvesting was commenced at the north field, Nacogdoches, on June 20, when such plants as had reached the right stage of ripeness were cut and speared upon lath in the field, from 10 to 20 plants being placed on each lath. The laths were then placed upon racks built in the shady part of the field, and there the tobacco was allowed to hang until it wilted.

After the tobacco had remained on the racks in the field long enough to allow it to be handled without damaging the leaf it was hung upon the tier poles to cure.

During the first damp weather after the tobacco had been thoroughly cured it was taken down. The night before, the barns were opened, to allow free circulation of moist air to put the tobacco in good "kase" or "order." The tobacco was then stripped from the lath and the leaves picked off the stalks, making three grades—tops, middles, and sand or bottom leaves. This selection was made so that the tobacco could be better handled in the warehouses.

After it had been thoroughly fermented the tobacco was assorted into three grades, namely, heavy, flimsy, and broken filler. The first two grade represented perfect leaves, the only difference in the leaves being that those classed as heavy contained more body than those placed in the flimsy grade. The broken filler consisted of imperfect leaves from both the heavy and light leaves, which because of this condition would not command as high a price as the other two grades.

The total production from the 8¾ acres harvested was 5,461 pounds, or an average yield per acre of 624.1 pounds. The total cost of production was $1,180.78, or 21.6 cents per pound.

There is no doubt whatever that the farmer can grow this tobacco at a much lower cost than in these experimental crops, in which all the labor and teams were hired at very liberal prices, a cash rental paid for the land and barns, and much experimental work performed by the Bureau's own force, which is charged at the uniform rate of 10 cents per hour, and materially increases the cost of production as given in the following tables. It is believed that the farmer having all the facilities on his plantation can grow this tobacco at a cost not exceeding 10 cents a pound. In fact, an estimate based upon the foregoing statement of expenditures and other data gathered during the progress of this work in Texas indicate that the tobacco can be produced, under normal conditions, and with a minimum yield of 600 pounds for less than 10 cents a pound.

MONTGOMERY CO., KY., CROP SOLD.

Continental Tobacco Co. Makes Larger Purchases Than Ever Before.

Mt. Sterling, Ky., June 8.

Purchasing of the 1904 tobacco crop has closed here, and about 4,000,000 pounds have been secured, of which the Connental Tobacco Co. got 3,263,000, more than they have secured in any previous year.

The tobacco cost an average of ten cents per pound and has been delivered. The crop was above the average and brought good prices, the highest price paid by this company being fourteen cents. Independent dealers purchased 200,000 pounds at an average of nine cents. The year was a money maker for the majority of raisers and increased acreage will be put in this year. The entire crop of 1904 will place over $350,000 in the hands of Montgomery county planters.

CINCINNATI JOBBING FIRM BRANCHES OUT.

The A. T. Morris wholesale cigar firm of Cincinnati, O., expects to open a wholesale branch store in Stealing, Ill., in the near future and the firm has secured the services of Charles Plunkett to take charge of the work in that city. He expects to receive his samples in a few days, they having been shipped. Mr. Plunkett is a good man, and there is no doubt but that he will make a success of the venture. For the next four or five weeks he will labor in the city and neighboring towns and after the creation of a demand for the products of the company, fifteen brands of cigars in number, the firm will open a branch house here.

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

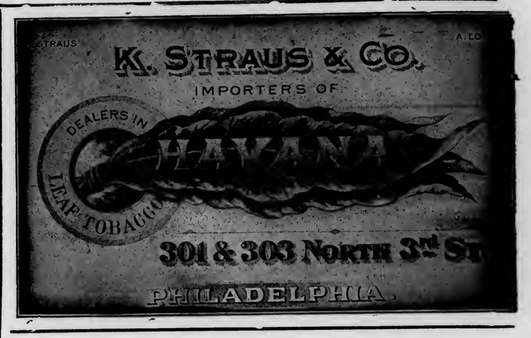
FOUNDED 1855. SELECTED D&T VUELTA ABAJO
John T. Dohan. Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT, Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
D&T
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF Havana and Sumatra and PACKERS of Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Dealers and Dealers in Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.



BENJ. LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana AND Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of SUMATRA and HAVANA and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
21st N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
Title & Design Registered
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

"LOOKING PLEASANT" OFTEN MEANS NOTHING.

Prominent among the various brands of hot air that are wafted into the public ether by the literary enthusiasts or space-fillers, is the "look pleasant" spiel.

We are being told continually by somebody, that no matter what happens, or how badly things are going, we ought to wear an expression of cheerful, good humor. One writer boldly asserts that "it makes all the difference in the world to you and to those whom you influence what kind of an expression you wear," and then askes his reader if "people smile and look happier when you approach, or do they shrink from you, and feel a chilly goose flesh sensation come over them as they see you approach?"

As a matter of fact I remember but two occasions and two men who uniformly produced the two effects described. The happiness dispensing chap was a paymaster who had been delayed two days, and the other gent was an unfortunate individual who showed up in the village one morning after indiscreetly attacking a skunk, while intoxicated. (Intoxicated, meaning the man was.)

I have had a pretty wide acquaintance with business men in my time, and though I may be very different from other persons, I always feel like fighting shy of one who has a smile on tap, and who continually wears that air of easy good humor. I have usually found either that he was a man with no backbone who was quite satisfied as long as his lines were cast in pleasant places, or that he was a man whose smile masked complete heartlessness.

The best business man I ever met, had a face not unlike a professional gambler. He met everybody as man to man, and whoever entered his office was received calmly and listened to calmly. You had the privilege of talking to an eye that was clear with intelligence, and you felt at once that the passive demeanor meant neither weakness in or indifference. So far as I am able to say, that man was absolutely just in all his dealings, and though he rarely smiled, either at his employes or customers, he had the respect and liking of all.

I have met many a man with "the smile that wont come off." One man in particular, I have known for fifteen years. He is the proprietor of a mediocre business that nets him a fairly good living for the reason that he has a capable manager. His father left him a splendid, live business that could easily have been made into one of the big industrial concerns of the country.

I remember when the young fellow stepped into his inheritance, everyone was so glad for him, and I recollect one young matron saying: "Tom will go further than his father, for nobody can help liking Tom. He has the nicest smile I've ever seen."

Well, he has. It hasn't come off in all these fifteen years, and I fancy it would take the Council of Ten to chisel it off. Tom has a wide circle of friends, any and all of whom are willing to subscribe to the statement that Tom is a corking, good fellow. But not one of them would be willing to go into a business deal with him, or trust any of their money in his business, or even give him an executive job, if he were to go broke. Tom goes along his amiable way, bland and cheerful, shaking everyone by the hand and leaving a distinct impression nowhere

That's one kind of habitual smiler, and he's the best kind at that. The other is a cruel bird that tries to escape the odium of his cruelty, by a hateful wreath of his lips. At base, a smile is not so tremendously different from a scowl, around the mouth, and if you will study the lower lines of such a man's face when he doesn't know you are watching him, you will perceive that while they may have the elements of a made to order smile, there is nothing humorous or kindly about them

I have such a man in mind. Every time I meet him he greets me with a hearty laugh and a shake of the hand. If the laugh is very hearty, I feel as if I were going to get bad news from home, and if it is only a little smile, I think perhaps the man has perhaps found a way to do himself a favor, part of the good of which may reflect on me.

The man is absolutely and completely heartless. Two or three years ago one of his employes was injured in his factory and lost a leg. It was one of those cases where the employer could not legally be held liable and the man was compelled

(Concluded on page 7)

Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

IF YOU WANT to be in HAVANA
Smoke CAMELA 5c. Cigars
MADE BY
HENRY HEYMANN'S SONS
Office, No. 614 Betz Building, Philadelphia.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia.
Hollard's

F. V. ESHLEMAN,
1600 Arch Street, Philadelphia,
MAKER OF

HAVANA CIGARS
A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

DON'T allow your store to make a loafer of you or give you an ingrowing tendency. Many a good man has been spoiled by a comfortable cigar store. He has started in full of energy and progressiveness, and in a comparatively short time has wound up a tame edition of himself, content to dope around his own store day after day and year after year until he gets to be more like a cow than a man.

When a man is running a moderate sized store, with one, possibly two clerks, there will be days when there won't be anything much for him to do but sit around the store and talk about hard times to anybody who is willing to listen. There is likely to be a dull day patronage, the members of which are willing to loaf around indefinitely, and indulge in just as idle talk as the proprietor will encourage or stand for.

The proprietor has a comfortable chair in the store, of which he grows more and more fond, until he is spending most of his time in it. That is, some proprietors, but it is a very natural tendency, for a man who hasn't a steadily lively business.

It is a good plan when a man feels himself getting lazy or indifferent, or stale, to go away for half a day, or even a day. If his store is in a good-sized city, all right; if it isn't, let him take a trip to the nearest one of size. Let him spend his time walking around the streets and sizing up the different cigar stores. Let him see how their windows are arranged, and what sort of goods are most pushed, and how it is done. Then let him buy a few cigars at different places, and size up the interior of the store, the clerks, and everything about the place.

He can have many a valuable five minute chat during the afternoon, and he will come back freshened in every way. It may be a lot of trouble, but it is presumed that a man is in business for the sake of making a success, and is willing to take a lot of trouble to accomplish it.

When the man gets home, he can start his brain to work to conceive something that is better for his own purpose than anything he has seen. He doesn't have to steal other people's ideas, for he will be able to work out his own. The man living in a great city is many times as creative as the man on a desert island, but that does not prove that the former steals ideas. He simply receives a constant stimulus to his thoughts.

Sometimes a man becomes a loafer in his own store in spite of himself. He will have time hanging on his hands, and nothing to with it. The main point is whether he would rather do nothing with it, or be busy. It may be that for a time the man frets and frets, and wishes something was done, but on each succeeding occasion frets less and less until he rather welcomes the lazy periods.

As a matter of fact, if the man can't possibly find anything else to do, it would be better for him to do crochet work than to do nothing but gas. It's all right to take one's ease, but don't do it during business hours,

There is one dealer who studies Latin during his off hours. He may never have any use for Latin, but it is good mind training. Another is learning Spanish, and that will be of benefit to him for he intends to take a trip to Cuba to study tobacco conditions. Another man works out puzzles in Sunday papers, magazines, etc., and has already won a watch, some money and various other things. All these men are better off than if they were doing nothing, but they are not so well off, as three other dealers who occupy their spare time by figuring out window displays, advertising cards and the like, which they put into service. One of these has some little talent for drawing and he utilizes it to good effect.

"I very often have three hours or so a day, all told," he said, "when there is practically nothing doing that I need attend to, and I used to mope around enough to give me the blues. I saw a window display up town one day that hit my fancy, and trying to describe it to someone later, I made a rough sketch.

"That gave me the idea, and the next day I started to design a window on paper for myself. It didn't look as well as I thought it was going to, so I started another. The third one I tried in my store window, and I received a good many compliments. So I kept on, and I got so about every one in three would be satisfactory to me. Then I wrote advertising cards, and my business has increased so on account of both, that I don't have half as much time to make them as I used to. For, awhile, though, I made enough to sell a few to some dealers I knew in another part of the town.

"Any dealer can do this if he has as much talent for drawing as the average person. It is good practice, and a man finds himself getting better at it, and learning what to leave out and what to put in, so he will soon be making very few mistakes."

• • •

CIGARS OF ANCIENT VINTAGE.

A NICOTINE treasure-trove was unearthed in the garret of the house of the late Henry Prentiss, of Danvers, Conn., a few days ago, when 1,000 boxes of imported cigars bearing revenue stamps dated 1867 were brought to light. Those who have smoked some of the cigars declare that they are not bad, in spite of their age.

• • •

—Enterprising manufacturers are now said to be flooding the States of Indiana and Wisconsin with advertisements in which they make alluring offers to sell cigarettes by mail.

CIGAR STORE DE LUXE.

THERE is a certain cigarette and cigar store in New York, or perhaps cigar "establishment" would be better, that is about as highfalutin a place as the most luxurious soul could desire. The place is run by a young man and his sister, and it is the sister's idea. Needless to say, it is a typically New York idea.

Not a great while ago, the sudden death of the father, brought the young man from an uncompleted course in college, and the daughter from a girl's school. The mother has been dead for some years. The father had owned a prosperous cigar store, or at least a store that had been prosperous but after his death, his books showed that his business had been running down for some time until it was practically no longer a paying proposition. He left only two or three thousand dollars.

The children were considerably dismayed, for they hadn't expected any such condition of affairs, and they did some hard thinking. Finally the girl evolved the proposition, and put it before her brother. He laughed incredulously, but said he didn't mind taking a chance.

Accordingly a suite of office rooms was rented in a not too expensive locality which were fixed up according to the girl's ideas. There is a small front room, the office proper, which contains a desk, typewriter, and the other necessary pharaphernalia. Back of this with its own entrance, is the reception room beautifully furnished so that it is a pleasure to enter it, and much more one to stay. In one corner is a little stand, on which are placed open boxes of the latest brands of cigars and cigarettes. The room has a piano in it. In the rear of this room is the stock room proper, although the contents of this are scarcely more than samples now, as the firm has come to fill orders direct from the jobber.

When the rooms were prepared, engraved cards were sent out to all the regular customers of the old store, whose names were obtainable, to college students, and selected business men. The card itself was a work of art, sufficiently so to attract 50 per cent of the recipients out of curiosity.

They came, and were sumptuously received. The girl is a splendid looking girl whose dignity is sufficient unto itself, and she had got a pretty little rosy cheeked contrast of a girl, who was also a stenographer, to help her. Of course all their friends turned their trade in, and a substantial box trade developed in an astonishingly short time.

If a customer who seems inclined to make himself undesirable comes in, he somehow is made to feel that his trade is not desired, and seldom repeats the visit. Cigarettes are put out with the customer's monogram, and there are a number of other kinks that have helped to make the hit. There is no doubt that the young man and his sister are doing a better business than their father ever did, are doing it at less expense, and so quietly that probably half the business houses in the immediate vicinity never heard of the place. They go after a specialized trade, and it pays them.

• • •

"IMPROPER" PICTURES.

IN various parts of the country at various times occur spasmodic crusades against the pictures which some cigar, cigarette or tobacco manufacturers issue for advertising purposes, and which many retailers display in their stores. There are two or three such crusades going on now in many benighted settlements, and it is claimed that the pictures with which fault is found are immoral and debasing.

A few of them doubtless are. There certainly have been pictures printed that had no artistic value and whose only value lay in the suggestion conveyed. But these are greatly in the minority, and in a minority which will always take care of itself. The reputable cigar dealer does not care to advertise his store by the aid of such pictures, and the disreputable dealer who does, usually has a patronage which would be very unlikely to be harmed by about the worst pictures that could be devised.

The crusaders, however, see a picture of a woman in tights, such as may be seen in reality in any theatre today, hanging in a cigar store window, and hold up their hands in horror. A few doors away they will pass an art store where may be displayed pictures of ladies who have not gone through the formality of putting on any clothing at all, and it's all right.

Hang one of the art pictures up in a cigar store, and put a manufacturer's name on it, and there would be the same complaint. How do these crusaders know these tobacco pictures are immoral? Has anyone told them so, or do they feel immoral when they gaze on them? If that is the case they would better go disinfect their own thoughts before attempting to regulate the privileges of other persons. It is a striking illustration of "evil to him who evil thinketh."

• • •

WASHINGTON AS A TOBACCONIST.

"THE leading tobacconists of Great Britain," said a pipe maker, "are the Wills firm. This firm is over 200 years old and in its office in Bristol there hangs in a fine frame an autograph lettter of George Washington.

"Washington worked for this firm. He raised tobacco for it on his Virginia estate. The letter runs as follows:

"'Virginia, 25th November, 1759

"'Gentlemen: Some time this week I expect to get on board the Cary for your house 50 hogsheads of tobacco of my own and John Parke Custis's, which please to insure in the usual manner. I shall also by the same ship send you 10 or 12 hogsheads more if I can get them on board in time; but this, I believe, will be impracticable, if Capt. Tulman uses that dispatch in loading which he now has in his power to do.

"'I am, gentlemen, your most obedient, humble servant.

"'G. WASHINGTON.'"

The best thing that can happen for you and your customers is to insure the correct handling of every account.

A customer who settles his accounts at the end of each week said:

"When my bills come to me I know they are correct. Mr. Hardy has a National Cash Register and he never makes a mistake in a single item in my bills. When I have anything charged I know that a printed record is made of the transaction by the register. The clerk is compelled to make a record of the sale as well as the customer's name at the same time. I have a great deal of confidence in the system Mr. Hardy uses."

A National Cash Register is sold on easy monthly payments which enable you to pay for the register out of the money it saves.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

I own a_____. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

Name _____

Address _____

No. Clerks _____

Please Mention The Tobacco World

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

to live on his scanty savings while he was getting well.

Finally he got around again and bought himself a cheap artificial leg. He had usually sat down at his work, and he figured out that everything would be all right to go on again. He went back to the factory, shook hands all around, and then hopped into the office. His employer got up from the desk, held out his hand, and fairly beamed on the man.

"Well, well, now!" he exclaimed with great heartiness, "who'd have thought it! I certainly am glad to see you about again, and looking so well, too."

The workman's face brightened and he felt a glow of happiness spread over him.

"I'm glad you stopped in, too, Jenkins," went on the other, turning his cheery smile full on his ex employe. "I had something to say to you." He complacently fumbled with his watch chain. "You have been with me for several years, and I know you have always had a proper appreciation of my interests."

"I've always tried to have, sir," said the other, gratefully.

"That being the case, you will understand at once how reasonable is the position I must take in this matter." The fatherly smile broadened. "No one knows better than you, that everything around a factory must be productive. The life of the factory depends on it. You have been very unfortunate. You have, I do not say through carelessness, reduced your capital, which is the power and endurance of your body, to a very doubtful working basis. You are thus unable to retain your place among well and sound men. As I say, you have been very unfortunate, but the fact remains that you can no longer offer the company adequate return for its money, and the company will therefore have to replace you. However, I have decided to give you a $5 bill from my own pocket to make up for any inconvenience. I will notify the cashier." He turned, his lips still grinning, and again extended his hand.

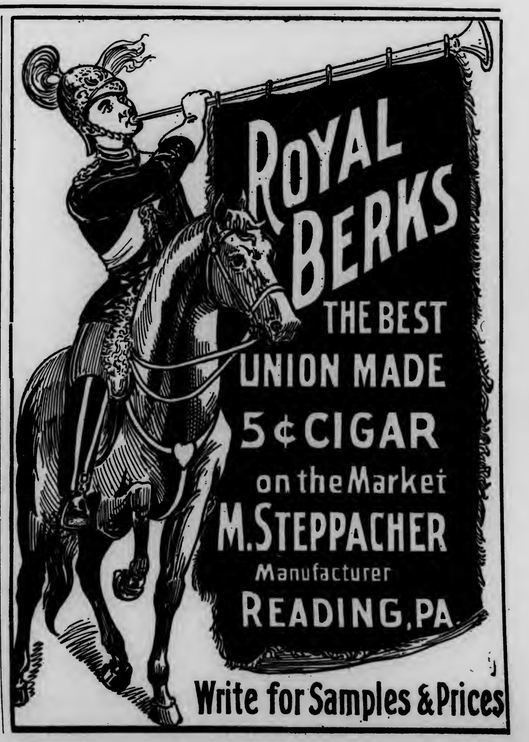
The poor devil took it mechanically, and passed out without a word. He was absolutely dazed. He got home before he knew where he was and sat around all day as if hypnotized. That night his fever returned and the next day found him seriously ill.

And to shorten this story, while he was convalescing, his poor half starved wife went to the factory and begged on her knees that the man might be given the job of night watchman or some other half man's job. And when, still smiling his d——d old smile, the brute turned her down, she fell in a dead faint on the office floor.

There was a great commotion, and after the woman had regained consciousness the monster asked her if she didn't think she ought to clean up a little of the mess that had been made on her account, which the wretched, shivering creature did so well, that the thing that owned the factory promptly engaged her as charwoman, at fifty cents a week less that the woman he had, had been getting.

A pleasant expression, like beauty, is one of the most superficial and meaningless things on earth.

THE OLD SALESMAN.



E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1885. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

IMPORTER OF
S. Weinberg, Sumatra and Havana,
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

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S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

CONSIDERING FEW NEW BUYERS, HAVANA MARKET IS VERY FAIR

Vuelta Abajo Crop Has Been Approved by One United States Buyer, at Least, Who Made Heavy Engagements. Receipts From Country Increasing, But Buyers Should Not Come Too Soon.

[Special Correspondence of The Tobacco World.]

HAVANA, June 5, 1905.

Although only a few buyers made their appearance last week, the business done shows that a very fair activity prevailed and that besides the Havana cigar manufacturers, one Tampa firm has put the stamp of approval upon the Vuelta Abajo crop for clear Havana cigar purposes, and made heavy engagements.

While the dealers and growers are as a rule always more optimistic on their judgment of a new crop, it is prerogative of the Northern buyer to concur in the favorable opinion held here or to be more skeptical in the beginning and wait until the new tobacco has had more storage in the warehouse and become further advanced in the curing process.

For this reason the early purchases of the new leaf must indicate that the manufacturer in question not alone found the Vuelta Abajo fit for early working, but also that he was convinced that the prices were right and that he would gain nothing by waiting.

While the receipts from the country are increasing in magnitude and importance from week to week it would, however, be too early to have too many buyers flock down right at once; as the vegas arrive from the country only partially complete, it would therefore be folly to urge Northern manufacturers to come here so early in the season. One or the other, who is anxious to form his own opinion, will come anyhow and pick his choice from the goods which are here.

Partido wrappers are being examined, because after all, Vuelta Abajo will not be able to supply the demand. In the Santa Clara province a few packers have already started, others are going to open by the middle of this month, and all of them will be in full operation by the end of June.

As regards prices there is more diversity of opinion, and while Vuelta Abajo may be somewhat higher than last year, the manufacturers may have a better yield in the stripped fillers and their cost may be only a trifle higher. Semi Vuelta will be higher, as the crop is shorter and very high figures were paid for the raw leaf in bundles, so unless the yield in the escojidas is far superior, prices will be higher than in 1904. Partido is also said to be shorter in quantity, still there ought not to be a big raise in the figures, as packers of experience can always equalize the cost to some extent. Remedios will be higher than in 1904, but until the yield in the escojidas becomes known, no figures can be even approximately stated. The average price paid for the bundled tobacco is however from 20 to 30 per cent more than during the previous year.

Sales

amounted to 5,820 bales in all, or divided into 4,883 of Vuelta Abajo, 737 of Partido and 200 bales of Remedios. Two-thirds of the above quantity were of the 1905 crop. American buyers supplied themselves with 3,550 bales, while the remainder of 2,270 bales were taken by the local industry.

Buyers Come and Go.

Arrivals—E. J. Stachelberg, of M. Stachelberg & Co., and O. Reinach of the Fernandez Hnos. Co., Tampa; L. Greenhall, of S. Bach & Co., New York.

Departures — Richard Sichel, Victor Ettlinger, and Max Stern, for New York; O. Reinach, for Tampa.

Havana Cigar Manufacturers

as a rule are quiet and there is a lack of orders, as is usual at this season of the year. The large independent manufacturers of standing form an exception, however, and they have no reason to complain of dull times, as the United States particularly is asking continually for the famous Vuelta Abajo brands. The smaller Partido factories though, have a hard road to travel, and it is said that a few of them work next to nothing, and may shut down until a revival sets in from Europe, as soon as the new crop is called for.

H. Upmann & Co. received good orders from Germany, Austria, the United States, Great Britain and South America, so their factory is quite busy. Their shipments, however, show a falling off, as they only amounted to 350,000 cigars during the past week, of their own famous H. Upmann brand and other independent manufacturers, the latter being the sufferers temporarily.

Cifuentes, Fernandez & Co. are likewise constantly in receipt of good orders from the United States, England, South America, and last but not least Australia, where La Flor de Tabacos de Partagas & Co. is a leader.

Sol is working steadily upon fair or-

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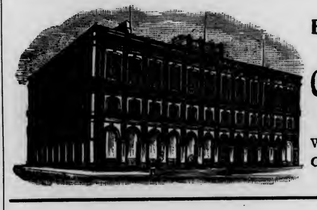
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Proprietors
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Cable: CIFER. Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

MANUEL LAZO
Almacenista de Tabaco en Rama
Remates a Specialty
English Spoken — Telephone 6146
199 MANRIQUE — HAVANA

JOAQUIN HEDESA
Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
83a Amistad St., Habana, Cuba.
Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

S. Jorge — Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

Bruno Diaz — R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

JOSE F. IRIBARREN,
Packer and Exporter of Havana Leaf Tobacco
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Dragones 94, HAVANA. CUBA
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(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41. Cable: "Cuetara" HAVANA. CUBA.

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Trade Mark Registered
Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma., and La. Guipuzcoana.

ders from the United States, England and Germany, to the entire satisfaction of Behrens & Co.

Por Larranaga is doing quite well during the absence of Don Antonio J. Rivero, the manager, and the latter will undoubtedly meet with good success upon his travels in Europe. Don Ricardo Rivero, the manager pro tem, is satisfied with the sale of Por Larranaga cigar during the dull season.

Ramon Allones and Cruz Roja reports fair business, and Rabell, Costa, Vales & Co have no complaints to make. The La Eminencia cigarettes of J. Vales & Co. do not know any dull season, as their output is constantly on the upward trend.

Crepusculo is busier again, particularly as J. F. Rocha & Co. received good orders for Jefferson and Nene from the United States, while the demand from London has also increased. Don Jose F. Rocha returned with his bride last week, in the best of health and happier than ever.

Calixto Lopez & Co. received some pleasing orders from the United States and Germany for their Eden cigars.

Exports per steamer Morro Castle were 2,550,694 cigars.

Edgar J. Stachelberg is said to have made some very heavy purchases of new Vuelta Abajo leaf, and while the exact quantity is unknown and he is still here looking over the market, it would cause no surprise if his purchases came close to 3,000 bales. As your correspondent did not see him personally, further particulars must be reserved until next week.

Richard Sichel bought several hundred bales of old Vueltas, and regretted that the market was in such a shape as not to allow him to invest more heavily, as either he found the tobacco held too high or it was too poor, or both combined.

Max Stern, who left on the steamer Morro Castle, is making a packing of Remedios for his firm of Louis Sylvester & Son, and after having attended to the buying of the bundles and started their escojida he is now taking a short trip North, having left a good man in charge of the packing.

Manuel Lazo reports sales of 500 bales of old Vueltas, 800 bales of new Remates, and 1,200 bales more to be delivered as they arrive from the country this week, which is a phenomenal business so early in the season, but speaks volumes for the good quality of the 1905 crop, as well as for his ability to sell tobacco at the right prices to the buyers. He will receive 2,500 bales from the Vuelta Abajo this week.

B. Diaz & Co. sold 359 bales of new Vuelta Abajo and Partido to local and Northern buyers.

Muniz Hnos. & Co. have purchased the famous La Majagua vega of Remates, and while they paid a stiff price for it, on the other hand it is considered one of the best which Remates produces, and has been worked continuously for sixteen years by the Henry Clay factory.

Jorge & P. Castaneda disposed of 300 bales of their excellent Tumbadero packings to domestic and Northern manufacturers.

Sobrinos de A. Gonzalez have just commenced their Camanjuans escojida and in addition will have four more packings in the Santa Clara province, viz.: Placetas, Las Vueltas, Sancti Spiritus and Cabaiguan. They expect to pack at least 15,000 bales. Intelligent buyers and connoisseurs of Partido tobacco state that there is no better Partido to be found in the market than what they are packing. They turned over all of their new completed Vuelta Abajo vegas, amounting to 250 bales, but they are constantly receiving fresh lots.

Rz. Bautista & Co. started the ball rolling by selling 240 bales of their new Artemisa packing.

Manuel Garcia Pulido has bought in all from 3,500 to 4,000 bales of Remates, and has four escojidas going in Las Martinas. He has already received some 700 bales of the new crop which is of excellent quality, making very fine fillers, although wrappers are not so plentiful this year.

Suarez Hnos. sold 180 bales of Vuelta Abajo, old crop, to Northern customers of theirs.

Jose F. Rocha has already received more than 1,000 bales of San Luis, San Juan, Martinez and Las Ovas some of the best vegas grown this year.

Loeb-Nunez Habana Co. disposed of 156 bales of Remedios and Vuelta Abajo. This firm is making seven escojidas in all this year, distributed as follows: one each in Santa Clara, one Nueces, one Remedios, one Jicotea, and one San Cristobal, and two in the Partido district, so their customers will have a choice selection later on.

Grau, Planas & Co. commenced their Camajuani packing on the 31st of May. The second one, at Mayajigua, they will not start before a week or ten days. They expect to make about 4,000 bales in all.

Jose M. Cayro e Hijo turned over 138 bales of Vuelta Abajo and Partido last week, and are very well pleased with the appearance of the new Vuelta Abajo and Partido as the bales arrived from the country.

Jose Menendez has already received large stocks of new Vuelta Abajo and

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Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba
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Cable: "DONALLES." HABANA. CUBA.

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Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

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GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
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VONEIFF Y VIDAL CRUZ
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Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

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Dealers in Leaf Tobacco
Specialty: Vuelta Abajo and Partido
Warehouse and Office, 92 Dragones Street, HAVANA, CUBA
Cable Address: "JOSECAYRO." Correspondence solicited in English

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J. M. GARCIA Y CIA.
Almacenistas de Tabaco Partido y Vuelta Abajo
CON VEGAS PROPIAS
San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

A. M. CALZADA & CO.
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and COMMISSION MERCHANTS
Monte 156, HABANA, CUBA.
P. O. BOX, 595. Cable: "CALDA."

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W. B.

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141 Water St
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JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
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IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St. NEW YORK.
Cable Address: "HERE"

Partido, which are in excellent condition as regards aroma, while La Serafina and others of his famous vegas contain plenty of light wrapper.

Manuel Suarez y Ca. have shipped 307 bales to Wengler & Mandell, Chicago, via New Orleans, and 136 bales to Grommes & Kennedy Co., Chicago, via Mobile.

J. M. Garcia & Co. sold 125 bales of Vuelta Abajo last week to local and Northern buyers.

Jose F. Iribarren continued to purchase in the country right along, while his escojida is turning out superior to bacco which is bound to please his customers later on.

Gonzalez, Bentez & Co. closed out 100 bales of Vuelta Abajo.

A. M. Calzada & Co. opened their Camajuani escojida yesterday where Don Antonio went to start the same personally.

Joaquin Hedesa is making some sales every week, not very large perhaps, but enough to keep him busy.

A. Pazos & Co. are receiving weekly shipments from their Vuelta Ababjo escojida.

Voneiff & Vidal Cruz are fairly busy buying and selling, although Don Francisco Vidal Cruz seems to attend more to the former operation just now.

Sobrinos de Gregorio Palacio are constantly receiving good sized lots of Remates by every steamer.

Receipts From the Country

	Week Ending June 3. Bales	Since Jan. 1. Bales
Vuelta Abajo	6,542	30,944
Semi Vuelta	815	3,027
Partido	1,015	7,607
Matanzas	—	22
S. Clara & Remedios	—	9,394
Santiago de Cuba	—	4,633
Total	8,629	55,627

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, June 12, 1905.

The weather last week was pretty uneven, but retail business was good; in fact if it is as good all the month, it will considerably beat May. After June is over, there will be a gradual sliding off until fall, which is no more than is to be expected in view of the great many people who get out of the hot town during the sultry period.

There is usually a good spring, though, and this is up to the average so far, according to a number of representative dealers in various sections of the city.

Retailers would be making good in this city now, if they could resist the accursed tendency to slash prices. Some of them do—those who are fortunate enough to have a firmly established trade—but they are in the minority and for every one of them, there are several who are always putting up a card or two in their windows announcing that some leader can be bought below cost.

It never has paid, and it never will pay, and the dealers would soon learn that fact if they would keep closer tabs on their accounts. A cigar store is too small a proposition to get away with cutting satisfactorily, for there is nothing to make it up on. Prices on cigars and cigarettes will work but one way. If a cigar usually sells for five cents, you can reduce it to four, but you can't raise it to six, if you are trying to make up for the cutting of some other cigar. The public knows the price, and refuses to pay any more.

One dealer sees another dealer who hasn't the business he has, making certain cuts, and he believes that if that man can, he can. That is true enough, but the first man has no right to, either. It is on account of such things as these, that so many complaints are heard, and that the cigar store business is nothing like as good a proposition as it used to be. Profits are legitimately smaller anyway, but any dealer who knows his business ought to be making money with business in New York as it is now. When a man deliberately throws away what little margin is left him, however, what can be expected?

• • •

The manufacturers, one and all, tell happy tales of what the boys on the road are doing, and of the large orders that some of their customers are voluntarily sending in, and one and all, the factories seem to have as much as they care to do. It isn't for a mere correspondent to say whether some of these goods are being piled up in the stock rooms, waiting for orders or not, but from the best evidence obtainable, this branch of the business is really in a prosperous shape.

The consignment plan seems to be popular with the manufacturers, perhaps involuntarily so, now, that it is not easy to say how many of the cigars which are now being turned out so rapidly, are likely to reach the consumer in the near future. Some salesmen declare they are forced to put in goods to be "paid for when sold" almost altogether, when the brands are not particularly well known, or are new, in order to get them in the stores alongside those favored brands that are known from coast to coast.

One factory representative not long ago had a new brand to handle and commenced to put it in on this plan. In this case the factory grumbled and declared they'd lose half the cigars they made. As it happened, this particular man has considerable drag, and although he put out something more than a hundred and fifty thousand, at the start-off he declares he lost less than a thousand. The brand still has a fair sale, but the company is now selling it on a different plan, and the dealers are not so ready to promise to push it.

• • •

Judge Wallace, in the United States Circuit Court, announced his decision last Thursday in the case of Edward F. Hale, secretary of McAndrews & Forbes, who refused to answer questions put to him by the Federal Grand Jury, and was held in contempt of court. The decision is rather divided in its nature, as while the court declares that Hale must answer the questions which were put to him, it avers that he cannot be compelled to produce the books and papers of the company of which he is secretary, the Judge holding that to force him to do this would be a violation of his constitutional rights.

Hale has been technically under arrest for two or three weeks following the refusal to answer the questions, most of which tended to show whether the McAndrews & Forbes Company is controlled by the American Tobacco Co. Judge Wallace's decision, of course, greatly interests the trade, but it can scarcely be regarded as definite, inasmuch as it is understood that the case will be carried up to the United States Supreme Court. If this case should fall through, it is hard to see how the government investigators of the tobacco trust will be able to manipulate the case which they have building up, through the courts.

• • •

The four-story building at the corner of Broadway and Wall street, was sold last week for $700,000, the sale subject to the lease of the United Cigar Stores Co. which will not expire until 1908. The purchase was made by L. E. Anderson, vice president of the Mercantile Trust Co., of St. Louis, who has not made public whom he represented. The rent under the United Cigar Store Co.'s lease, counting in the taxes, said is to foot up nearly to $35,000 a year.

• • •

Sam H. Harris is back in town after a trip through the West, during which he found everything O. K., and says he is not all satisfied with the Commissioner of Internal Revenue's decision in regard to the proper stamp to be placed on cigarettes. As was printed in The Tobacco World last week, the commissioner decided that the price set by the person controlling the distribution of the goods, must be the price to be considered in determining the denomination of stamps to be affixed. Thus, though the Khedivial Co may be placed in the position of the jobber, by buying a certain brand of cigarettes from the manufacturer, it cannot take advantage of the fact thst it buys the cigarettes at less than $2 per thousand, and so use the 54 cent stamps, but must be guided by the fact that the company itself distributes the goods at more than $2, and must therefore use the $1.08 stamps. Harris has declared his intention of asking for a rehearing from the commissioner, and if this is refused, or the case goes against him, to place the question in the courts.

• • •

The Circle Cigar Store, in Broadway, near Fifty-eighth street, is pushing Arcadia smoking tobacco, and has an unusually good window display. The back of the window is filled in with a canvas screen, on which is painted in outline a map of the world. Slits in the canvas permit colored ribbons to be run from various parts of the map to a number of bowls in the foreground, each containing one of the classes of tobacco used in the Arcadia Mixture. From the Island of Cuba a ribbon descends to the bowl containing Havana tobacco; from Louisiana a ribbon runs to bowl containing perique, and so on. Canisters containing the Arcadia Mixture are also displayed in the window, together with a placard reading:

These Tobaccos are from all over the world, are used in
ARCADIA
So delicately blended that they make a mild, aromatic smoke.

• • •

The United Cigar Stores Co. has taken the store at 136 Fifth avenue and will arrange it in the usual way for an opening in a few days.

The funeral services of David Block, of Block Bros., Maiden Lane retailers, who died suddenly, last Tuesday, at Bayport, L. I., took place last Thursday, interment being made in Long Island City. Mr. Block, who was young man left a wife and child.

Leslie Pantin and family, of Havana, are in this city where they will remain some weeks. Mr. Pantin is well known in the trade, and expects to get around a good deal while here.

Avelino Pazos, of A. Pazos & Co, is on a southern business trip which will last about a month, and will take in a number of points in Florida and Havana.

Wm. Catlin, the energetic representative of Victor Thorsch C., of Allentown, is certainly having hard luck. He is suffering from a bad attack of rheumatism, and to Mr. Catlin, no small part of the annoyance results from the enforced inactivity.

C. Schlesinger is again running a store on Broadway. Mr. Schlesinger formerly conducted the store at 1393 Broadway but sold his lease. He has now taken a place, a block or so further down, and is already prepared to look after his trade.

The Falk Tobacco Co. is offering to the trade some Brazilian tobacco which seems to be giving satisfaction. The tobacco, which looks like perique, is shredded and packed in tins, for use either in pipes or with cigarette papers. The flavor of the tobacco makes it especially suitable for blending purposes.

It is now expected that the Royal Co.'s store at 37 Wall street will be opened to the public in about ten days. The store will be one of the handsomest in the city, and the stock will be made up largely of high class goods, it is probable that some of the financial big guns will do business here.

—Griffith & Sherrill's tobacco warehouse, at Mayfield, Ky., containing 600 hogsheads of tobacco, was burned. The loss was $60,000; insurance, $30,000.

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Havana, Cuba: MANUEL SUAREZ y CA., Amistad 98

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TELEPHONE, "377 JOHN."
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Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
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American Tobacco Co.
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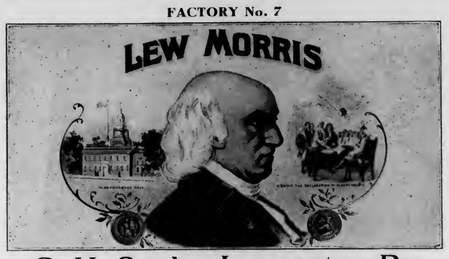
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

FACTORY No. 7



G. H. Sachs, Lancaster, Pa.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

TOBACCOS THAT SELL.

"DARK HORSE"—The fruit flavored scrap chewing.
"SILVER MOON"—The best granulated smoking for either pipe or cigarette. The smoke for the man who knows.
"BLACK THREADS"—The finest heavy long cut smoking manufactured.
"SUN TIME"—A long cut smoking that always gives satisfaction.
"RED SETTER"—The natural leaf scrap smoking.
"SCOUT" and "OLE VIRGINY"—Good grades of granulated smoking.

UNION MADE

UNIVERSAL COUPONS packed in each package for the consumer. Also FIVE UNIVERSAL COUPONS in each carton of "DARK HORSE," "SILVER MOON," and "BLACK THREADS," for the retailer.
Write us for samples and prices.

THE GEM CITY TOBACCO CO., DAYTON, OHIO.

PITTSBURG STOGIES

PITTSBURG STOGIES

East Jefferson Little Prince
Pan American
S. SMITH & SON,
MANUFACTURERS
112-14-16 East Jefferson Street,
ALLEGHENY, PA.

PITTSBURG STOGIES

PITTSBURG STOGIES

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers - - - - $4.00
Simplicity Automatic Sprayer 7.50
Little Climax Tobacco Pump 10.00
Progress Jr. Spraying Machine 16.50
Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.

DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

SHORT TALES OF DRAMATIC INDIANA—No 2

The scene is in Indiana's most splendid city. An avenue where dwell only the elite. It is midnight. One of the most imposing mansions in the stately row flings out light from roof to basment. Strains of gay music are wafted out into the night mingled with the silvery laughter of beautiful women.

A ball is in progress, attended by Indiana's proudest sons and daughters. Wit, mirth and happiness prevail. It is one of the great social occasions of the year. Handsome, clean limbed men, garbed in the conventional black and white, saunter through the rooms pausing occasionally before beautiful dames in dazzling gowns.

All are heedless, careless, giving no thought to the morrow.

Up the deserted street come soft-footed men, in uniform and in marching order. On each suspender gleams a menacing, tin shield. They are headed by a stern faced captain, alive only to his duty. His set features, relieved only by the bristling chin beard, sticking straight out in front, betoken the man never to be turned aside from his purpose. The men pause before the entrance of the mansion.

In the rear three other men have silently climbed the iron fence and are drawing up to the house.

The captain raises hands to his mouth, and the crow of a cock resounds oddly against the music from inside.

It is the signal. The men rush up the steps, throw their combined weight against the door, dash past the frightened butler, and on into the ball room.

There is instant confusion. Across the room is the son of the house, leaning indolently over the fairest debutante of the season. She peeps up at him with timid admiration. Upon this young man, the captain's eyes fall. Straight at him he points a finger.

"Thar he is, b'gosh," he says determinedly. "Men, errest thet feller!"

He, himself, leads the rush across the room. The officers seize the young fellow and handle him roughly.

"What means this highhanded outrage?" he demands.

"I allow yew know," replied the captain, undauntedly. "Best put th' darbies on 'im, men," he added as he draws a warrant from his pocket. "Here, read thet thar," he says.

The prisoner takes the paper in his manacled hands and glances through it. For the first time his face is pale, and fear lurks in his steel grey eyes.

"It's a lie," he falters.

The guests, transfixed with astonishment, begin to murmur.

"Easy, thar," admonishes the captain pulling a sinister horse pistol from his belt. "Jes, to show thar's no hard feelin's we'll sarch the feller."

Regardless of the blushing, terrified women, his men go through the prisoner's clothes. Five form a close ring around him as a screen, while another prosecutes a closer search. Nothing is found. The prisoner's face grows brighter.

"Oh, we ain't through, yit," says the captain. "Off with 'is shoes."

Off they come, off come the silk half hose, there is a sudden, eager movement from one of the searchers, and he holds something up so that all may see. The captain smiles grimly; there is a shriek of agony, and the prisoner's mother sinks unconscious to the floor. The prisoner hangs his head in guilty shame.

The finder slowly revolves the damning evidence above his head so that none may fail to witness. Alas! too, true! It is a crumpled cigarette paper.

FRENCH TOBACCO MONOPOLY.

Receipts, Imports and Sales Show an Increase in Consumption.

Washington, D. C., June 13.

United States Consul General Skinner, stationed at Marseilles, France, has written to the Department of Commerce and Labor, stating that the report of the French tobacco monopoly for 1903 has just been made public. The receipts for the year amounted to $87,534,516, an increase of $2,634,900 over those of 1902, and the expenses amounted to $15,609,745, a decrease of $305,429 from those of 1902. The sales to the public were:

Kind.	Quantity	Perc't'ge
Cigars,	5,796,647	6.87
Cigarettes,	4,695,495	5.56
Scaferlati*	61,361,865	72.69
Roll tobacco and chewing tobacco,	2,522,036	2.99
Powder,	10,039,708	11.89
Total.	84,415,751	100 00

*Scaferlati is the name given to cut packet tobacco, the superior quality of which is composed principally of American tobacco, the product of French cultivation being used for the ordinary quality.

The increase in net profits was due in part to the natural increase in consumption and in part to the increase in the price of scaferlati of Maryland.

The average rate of consumption per individual in 1903 was 34.54 ounces, of which 4.128 ounces represented tobacco in powder and 30.412 ounces smoking and chewing tobacco. Of the total per capita purchases of tobacco—12.11 francs ($2.33)—11.14 francs ($2.15) returned to the treasury. The production of domestic tobacco is authorized under supervision in twenty five departments.

The following shows the amount of tobacco imported into France in 1903:

Kind.	Quantity	Average price per 220 lbs
	Tons	Dollars
Leaf tobacco from Kentucky, Maryland, Ohio and Virginia,	13,972	21.25
Leaf tobacco from Habana, Mexico, Brazil, Sumatra, Java and the Levant,	3,174	44.56
Leaf tobacco from Hungary, Ukrainef, Astrakhan, Java, etc., for scaferlati.	3,122	15.98
Cigars of foreign manufacture, 12,235,935 in number,	48	41.72
Cigarettes of foreign make,	68	3.17

LA FLOR
De
SANTA CLARA
Highest Grade
Five-Cent Cigar
DIPLOMATICO and PERFECTO SHAPES
Manufactured by
The Johns-Brash Cigar Co.
Main Office, LANCASTER, PA.
EDW. M. BRASH,
Sec'y & Treas.

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"
It's Full of Havana. That's Enough for 5 Cents.
Correspondence Invited. Samples on Application.

W. C. Jackson,
Manufacturer of
Fine
Cigars
Factories No. 34 and No. 1596,
East Prospect,
Penna.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

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One Year, $1.00; Six Months, 75 Cents; Single Copies, 5 Cents.
In all countries of the Postal Union, $2.00 per year, postage prepaid.

ADVERTISING RATES ON APPLICATION.
Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING CO., 224 Arch St., Philada.

PHILADELPHIA, JUNE 14, 1905

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

ON THEIR OWN HEADS.

The foolish anti cigarette law in Indiana has reacted to the very benefit of those whom it was expected to harm most in a business way, namely the American Tobacco Co., so that that concern can now boast of a profitable and extensive mail order business which it could not possibly have built up under any other circumstances.

Indeed, the new business is such a good thing that it is an open secret that the combine no longer thinks it worth while attempting to attack the measure in the courts. By selling cigarettes directly to the consumer through the mail, the company saves the jobber's price and all bother of collection, as every transaction is for spot cash.

The company advertises widely throughout Indiana offering prompt and reliable mail order facilities, and the result is a considerable sum of money being steadily sent out of the State. It is not improbable that this sum is larger than was formerly spent for cigarettes, as the natural tendency to reduce the bother and trouble of securing the goods by getting a larger quantity at a time, would be likely to induce a smoker unconsciously to increase his regular allowance.

This fact should cause the reformers to weep and gnash their teeth, which operation isn't like to improve the situation. The only thing is for Indiana Solons to go a little slower in future when they are attempting to deal with restrictive legislation.

TRULY A CHINESE PUZZLE.

In speaking of the Indiana cigarette law, the Chicago Record Herald most aptly nominates it as "a law that is worse than a Chinese puzzle," basing the assertion on the fact that no one has yet been discovered that was able to give a definitely clear reading of the law.

One putative authority says one thing, another says another, another says another and the poor, befuddled consumer reading one decision after another, wishes heartily that cigarettes had never been invented. Those who, so far, are ahead of the game, are the ones who have accepted Judge Leather's decision, who defined that Indianians may smoke, provided they have obtained the materials in an original package from outside the State, in other words, by mail.

He can smoke thus, but he can't give a cigarette or the paper and tobacco to a fellow smoker, to save his life. That is Judge Leather's decision and it is about the easiest one for the smoker yet made. Others slide backward from this to complete prohibition.

The Record-Herald in expressing the vague and confusing character of the phraseology of the law says:

> The exact scope and meaning of the law no one seems to know. Editors and judges differ, and some intimate that the law may not mean anything at all, so vague and confused is its phraseology.
>
> Cigarettes may not, by the terms of the statute, be sold, bartered or "given away" in the State. Does this apply to dealers only or to individual smokers as well? Does the law, by implication at any rate, prohibit smoking under any circumstances? No one knows, and the Supreme Court alone can unravel or cut the legal knot.

In regard to Judge Leather's decision, the Indiana newspapers in general seem to believe the decision about as fair a stab at the ambiguous wording of the statute, as mere man can hope to accomplish.

THIS MAN had the courage of his conviction at least, and it seems as if he deserved a better fate than incarceration. History has recorded numerous instances of men who were willing to go to any length to get hold of a drink; seldom has anything been chronicled so strenuous as this man's appetite for tobacco. A Utica, N. Y., special to the Washington Post says:

> While a fast freight on the New York Central road was speeding along east of Rome before dusk last night, the attention of the engineer was attracted by a man standing on the track ahead frantically giving the stop signal. The train was brought to a halt and the engineer climbed down from the cab to learn the trouble. The engineer asked the stranger what was wanted, and the stranger replied: "Give me a chew of tobacco."
>
> The train went on to Rome where the incident was reported. Officers went to the scene of the hold up on a shifting engine and arrested the individual who was found importuning a switch tender for a chew of tobacco. He gave his name as James Hill.

Perhaps though this is only another of the million advertising dodges.

Philadelphia Tobacco Trade.

Here and There With the Retailers. With Manufacturers and Jobbers.

Next Wednesday is the day of the picnic when Quaker City retailers far and wide will garb themselves in outing dress, hie themselves to Maple Grove and proceed to have a good time. As has been mentioned before, an entertaining program has been arranged and there will be "doings" all day. The money brought in by the affair will be used in the fall to take a delegation from the Philadelphia Cigar and Tobacco Dealers' Association to the Tobacco Show in New York. Every dealer who can should put in an appearance Wednesday and be prepared to help make the function a success.

Jos. E. Tuck smiles on the world these days, owing to the handsome business he is doing.

R. M. Bock & Co. have an attractive display in their window on Broad street this week. Mr. Bock is fortunate enough to have a very desirable class of trade.

Hancock & Adams, Seventh and Chestnut streets, also invariably have something worth seeing in their window.

George O. Keefe says May business with him showed no great decrease, but was not as good as it might have been. This seems to be the consensus of opinion among the dealers who think that if business is ever going to brace up, it ought to under present conditions. It seems likely that the real reason after all, is that the market is simply too crowded. There are as many smokers proportionately, in this city as elsewhere, and it stands to reason that if business month in and month out, is not good it is be cause there are too many avenues for the smokers' money.

Several dealers report the sale of Turkish cigarettes to have increased lately and if this is so the sale has grown more than the dealers allow for, as no small number of smokers now buy their cigarettes by mail "made to order." Once a man commences this practice, he seldom gives it up, and if the legitimate sale has grown as much as seems the case, there must be a decidedly large aggregate increase in consumption.

James I. Hassan, who has the neatest store on Woodland avenue, will be one of the most active figures at the picnic, next week.

From all accounts, the local factories are doing a better business than for some time, all plants being busy, and a number working over time right along. Orders average well with everybody, and there is a steady demand not only for the best known brands, but for the new ones that are being pushed. The unfortunate part of this activity is the fact that no other branch of the local trade is getting the benefit. The manufacturers are not buying very heavily of Philadelphia leaf dealers, and not selling heavily to Philadelphia dealers. Many of the manufacturers' own buyers have bought their leaf in the open market in Havana, Holland, Pennsylvania, etc., and the majority of the finished cigars are being shipped West.

One manufacturer, who is doing a good business is A. D. Engel, at Broad and Porter streets. This house is making a specialty of Havana Noodles, a 5 cent cigar that is made in five popular sizes. This is a Havana filler and is making good wherever placed.

Jacobs & Hilbronner, of North Eighth street, have been showing samples of their new goods, and in a few days will be prepared to fill all orders.

The Keystone Tobacco Co., of North Ninth street, is said to be in financial trouble owing to the old complaint, delinquent collections. The liabilities of the company, which is composed of three well-liked young men, are said to be about $3,000.

The El Draco manufacturing Co., Second and Arch streets, is having good business on all its leaders and Manager Comber is much gratified with the outlook.

H. D. Narrigan says business isn't as good as it ought to be. Mr. Narrigan's place always looks pretty busy, though.

B. Lipschutz, of 44 North Twelfth, says that sales are still keeping up on the Bride and "44" brands. Mr Lipschutz's delivery wagons are to be seen everywhere about town.

The Queen City Tobacco Co. certainly believes in unique advertising. A number of baseball clubs in Philadelphia have been the recipients of Red D caps, and

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

as these look very smart, the boys are extremely proud of them.

Application for a patent on a new bunching table has been made by E. A. Harris and B. N. Berman, of E. M. Schwarz & Co. Some of the tables are now being used at the Schwarz factory, and it is said they will make bunches as well as those made by hand.

Stewart, Newburger & Co., (Ltd.), are very busy and their cigarmakers have been forced to work a good deal of overtime.

Sheinfeld & Batzofin, jobbers and subjobbers, at 434 Market street, are now ready for business and invite all their friends to call in. The first floor of the building has been fixed up in up-to-date style, and with the large window at the front of the store, the appearance is everything that could be desired.

Leaf Dealers' Jottings.

The leaf market did not move much either way this week, transactions on the whole not being so good as the week before. There was demand for cheap filler which was very hard to get, and there will continue to be a demand without any adequate means of satisfying it. The brokers do more or less dickering with the customers, but in cases where they have any tobacco to sell, it is very hard to get big enough prices to save themselves on the deal. The atmosphere was not very encouraging this week, and the market seems as if it would be likely to remain dull for some time to come.

At the inscription held in Amsterdam on June 9, B. Labe purchased the lot of Deli My | P. B. This adds to some fine Sumatra that Mr. Labe had already secured.

E. A. Calves & Co. are managing to keep pretty busy, considering. It will soon be time for Frank Dominguez to be taking one of his periodical trips to buy Havana.

It is nearly time the local dealers who handle much Havana tobacco were finding out something definite about the new crops. Favorable reports have come so far on the Vuelta Abajo.

The Amsterdam Sumatra Company is doing as well as could be expected under the present dullness. Both Mr. Colgan and Mr. Kolb are young men of energy and ability, and the firm has made out well so far.

The Loeb-Nunez Tobacco Co. has bought considerable tobacco in Havana lately. This firm manages to keep as busy as any along the street.

NUBBINS FROM YORK.

How York County Farmers Could Realize More on Crops.

York, Pa., June 12.

H. W. Heffener, the pioneer cigar box manufacturer of this city, was highly honored last week by being elected secretary of the Ninth Pennsylvania Cavalry.

Myers & Waughtel, cigar manufacturers, at Red Lion, are erecting a new factory building on East Broadway in the rear.

J. B. Brady, of Hanover, who was a delegate to the convention held last week, was held up and robbed on South George street, this city, near College avenue, and as a result, four men of the Tenth ward, are under arrest. Mr. Brady had two hundred cigars in his possession when three colored men sprang upon him, threw him violently to the pavement and made off with his cigars.

The cigar and tobacco store of D. McGee Newcomer, of Hanover, was very badly damaged by fire, which occurred there last week and which entailed a heavy loss. W. H. Miller, of Windsor, has completed the erection of the addition to his cigar factory.

According to a local reporter, a York tobacco dealer, and his identity may be guessed, is responsible for the statement that York county farmers could earn thirty percent more on their crops every year if they knew how to sort their tobacco. He says if more pains or skill were taken during the few days at stripping time to sort properly there would be that percentage less loss. The dealer says if the tobacco was brought to him after having properly been sorted he could "make more money and still pay thirty percent higher price if the tobacco growers of this county would sort their tobacco properly. Pennsylvania leaf is the very best for many purposes but the

YOU CAN BUY
WEAVER'S ORIGINAL HAVANA SHORTS
AT
ALL JOBBING HOUSES

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.
We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

GET ACQUAINTED WITH US!

It will be a Step in the Right Direction.

We Import Our Own Sumatra.

We Handle Everything in Leaf, both Wholesale and Retail.

We Guarantee Satisfaction,
and Ship on Approval.

Our Mail Order Business Reaches All.

In short, We are After Your Business on the Long Run.

L. G. HAEUSSERMANN & SONS

Importers, Packers, Wholesalers and Retailers of

CIGAR LEAF TOBACCO.

No. 240 Arch Street, Philadelphia

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. **L. J. Sellers & Son, Sellersville, Pa.**

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut loaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

manufacturer who plays to the fastidious must have a high grade and to such dealers I could easily sell properly sorted tobacco at even a better percentage of profits than I do now."

LANCASTER LEAF TRADE THE SAME

May Revenue Returns Show Big Increase on Last Year.

Lancaster, Pa., June 12.

The local leaf trade is keeping at about an even tenor, although attention is now necessarily directed more and more to the 1901 goods for the reason that there is little else left that is available. Packers have already begun to overhaul the new goods and to remove such damage as may be found.

Copious rains have fallen during the past week, much to the gratification of the farmers, but up to the present, the weather has not been as warm as might be desired for the young and tender plants.

This district has again done itself proud in the output of cigars, having to its credit 65,087,000 for the month of May, which is all but 5,000,000 more than during May of 1904. This is an agreeable surprise to the entire trade as reports were continuing to come during the entire month, reporting rather a dullness among the cigar manufacturers.

C. Ruppin is erecting a large addition to his cigar factory at Akron, which will nearly double his capacity. It is stated that his trade is growing at an enormously rapid rate, making the addition most necessary.

An accident occurred last week in the cigar box factory of M. Kinports, in Ephrata, when Charles Johns was caught in a trimming machine sustaining several ugly wounds, and severing a number of tendons. The injuries were dressed by Dr. John F. Mentzer, head of the firm of A. W. Mentzer & Son.

H. S. Hartman, of this city, is now energetically pushing his Dorcas, a four and one half inch, Havana filled five cent cigar. This is the newest of all his brands, but in a conversation with the writer he stated that the quality of the leaf that he was using in the manufacture, he felt confident would prove an excellent success. Mr. Hartman is one of the most active of the younger members of the trade here and deserving of the fullest benefit of his enterprise.

L. S. Stauffer, of Akron, is running with a full force, and reports sufficient orders on hand to keep him busy for some weeks to come.

CANADIAN CASE SETTLED.

Imperial Tobacco Company Wins Suit Brought by Hay & Co.

Toronto, Can., June 10.

Judge Snider, of Hamilton, has made his award in the arbitration of Hay against the Imperial Tobacco Company, and it was taken up by the plaintiffs solicitors, Nesbitt, Gauld & Dickson.

The Judge holds that the quality of the veneer supplied by Hay & Co., of Woodstock, to the defendant company, England, was not up to the standard agreed on, and the defendants were entitled to cancel the contract. His Honor holds that the Imperial Company paid for all the goods under the contract. No allowance is made for the counter claim.

The action was brought to recover about $30,000 for veneer contracted for by the English tobacco manufacturers, and the case was referred by the High Court to arbitration.

The arbitration cost $690.90, without the lawyers' fees. The Judge's fees were $522.50. George Tate Blackstock, K. C., Toronto, and John G. Gauld were for the plaintiff, and Walter Cassels, K. C., Toronto, and S. F. Washington, K. C., for the defendants.

NEW TOBACCO WAREHOUSE AT VIROQUA, PA.

Hazen & Bekkedahl, of Viroqua, Pa., have plans most completed for a new tobacco warehouse on their lot just south of the C., M. & St. Paul depot. It will be a modern building, 48 feet wide and 180 feet long. Some stone is already on the ground.

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market,
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.
of **Baltimore, Md.**

JAMES ADAIR,
Successor to ADAIR & REIFF,
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

IRREGULAR PAGINATION

THE TASTE TELLS
QUATILITY
5¢ CIGAR
Yes! it is Different
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.; THE UNITED NEWS CO. PHILA. Gen'l. Distrib's.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

NATIONAL CIGAR CO.
. . . . OFFICE . . . .
Heed Building, 1215 Filbert St., Philada.
DISTRIBUTORS FOR
GEO. L. STORM & CO., New York
EL NACIONAL CIGAR CO., Tampa, Clear Havana Cigars
MAKERS OF
CLAYTON'S CHAMPION
Bell Telephone: 44-67A Filbert. GEO. E. CLAYTON, Manager.

THIS POINT NOT WELL TAKEN.

What Independents Really Complained About is Very Different.

The Western Tobacco Journal prints the following defence of the method of awarding the contract for tobacco to be used in the navy as a part of its Washington correspondence:

The navy contract for tobacco which has been awarded to Butler & Bosher, of Richmond, Va., is so out of the ordinary in the manner of letting the bids and finally awarding the contract that few persons not intimately associated with the workings of the Government understand how it was done.

In the first place, the Government a short while back, asked parties desiring to sell tobacco for the officers and jackies of the navy to show what they had to sell. The call resulted in twenty two bidders being represented. Each bidder had the privilege of submitting four samples, and each bore a different price, if he wanted it that way. The outside of each box bearing a sample was marked with the name of the bidder and his individual sample mark. There was no mark on the tobacco itself.

The bids were then opened and the bidders and prices were made public. Then the department opened the samples of one bidder and marked that A. then opening the box of another bidder and marked that B, and so on. After the department had arranged all the samples thus, the key to these secret marks was locked up in a safe, and no one could use it.

With these new marks on them the department sent half a dozen plugs of each samples to the commandant of the New York navy yard at Brooklyn, who appointed a special board of five commissioned officers to try the tobacco by taste, smell, chewing, smoking, and every other possible way.

The examination, however, was not completed until the navy yard chemist had analyzed the samples and the blue jackets and workmen at the navy yard and on board the receiving ship had a chew and a smoke to determine the relative merits. After excluding all of the samples which the board considered unsatisfactory for any reasen the board voted on the merits of the several satisfactory samples and submitted their report in writing through the commandant to the Paymaster General of the Navy as to the relative qualities of the various brands.

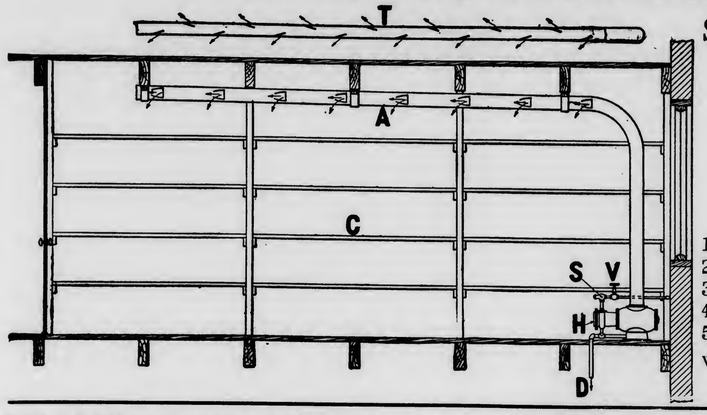
These test were made and the report submitted without any knowledge of who the various samples belonged to, so that when the report reached Washington it was neccessarily a report on tobacco and nothing else whatever. It was impossible, with all the precaution used, for the slightest discrimination in the matter in any way.

The Government does not buy this tobacco for its men, as is sometimes misunderstood. Tobacco purchases stand on a different footing from all other supplies. The Government merely handles the weed under an appropriation from Congress, and sells it to the blue jackets or officers, if they want it, at cost price, plus a very small charge for expense of handling.

It is not probable that anyone supposes that government officials deliberately jockeyed the contract. Nobody ever did suppose such a thing. The complaint from the independents was made purely on the ground that according to the law of percentage, the companies controlled by the American Tobacco Co. had more chances than should have been allowed according to the specifications which limited each bidder to four samples. The independents claimed that the combine was thus enabled to submit a much larger number than any other bidder, and if these samples were examined without marking and there was not a great deal of difference in quality or prices, the concern that had the greatest number of entries stood the best chance.

CHASKEL'S
HAVANA
Cigar and Tobacco Flavors
SPANISH BETUNE,
MATADOR and LA VUELTA
Our Flavors Surpass All Others in STRENGTH and NATURAL AROMA. Write for particulars.
Chaskel Chemical Works
265 West Broadway
NEW YORK

SCHUTTE & KOERTING COMPANY,
Twelfth and Thompson Sts., Philadelphia, Pa.



SCHUTTE--KOERTING MOIST VENTILATOR,
used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time without deterioration.

PRINCIPAL FEATURES:
1. Low in Cost.
2. Operated by City Water Pressure.
3. Requires No Attention.
4. No Drip Occurs; Humidity Uniform.
5. No Wear and Tear.

We estimate on Complete Humidifying Plants.
Correspondence Solicited.

MICHIGAN'S FACTORIES FIRST REPORTED ON BY CENSUS BUREAU.

The first report to be made on the quinquennial census of manufacturers which was taken by the Census Bureau of the United States Department of Commerce and Labor is from the State of Michigan. For the cigar industry of this State the figures show that the number of factories operated increased from 600, at the close of the previous decennial census, to 696 in 1904 5—an increase of exactly 16 per cent. The annual value of output in the same period increased from $5,558,982 to $7,995,2 0, or approximately, 44 per cent. There is an increase in working capital invested in lands, buildings, equipment and cash on hand (exclusive of stocks and bonds) of about 25 per cent. Detroit contains one-third of the total number of cigar factories, and turns out one-half the total annual value of the output.

The number of factories turning out chewing and smoking tobacco and snuff increased from 8 to 10—all but one in Detroit. The capital invested increased from $894,400 to $1,684,501, or approximately 88 per cent. The value of the annual output, however, was only $3,868,729, as against $3,746 045 in 1900—3 per cent increase. Notwithstanding the fact that large quantities of lower grade goods are turned out, yet the item for cost of material shows a heavy increase, while, on the other hand, the item of general expenses shows an equally striking decrease, suggestive of changed methods of keeping accounts.

The number of employes in this branch of the business declined from 1,173 in 1900, to 937 in 1904—a decrease of about 20 per cent. The aggregate of wages paid declined from $322,817 in 1900, to $306,615 in 1904, but the average annual earning, per individual, of wage workers, increased from $275 in 1900, to $327 in 1904, or, approximately, $1 per week Consolidations of tobacco manufacturers and subsequent starting of new enterprises in consequence, after the consolidated plants had been closed for some time, preclude a fair comparative estimate being made with conditions existing prior to these consolidations taking effect.

NEW MOVE IN TOBACCO INQUIRY.

Supreme Court to Pass Upon Right to Investigate Under Sherman Law.

New York, June 14.

William H. McAllister, secretary of the American Tobacco Co., was adjudged guilty of contempt in the United States Circuit Court for having refused to answer questions before the Federal Grand Jury in the so called Tobacco Trust inquiry, and to produce papers and contracts concerning the export business of the American Tobacco Company.

A writ of habeas corpus was denied, but McAllister was released on $1,000 bail pending an appeal to the United States Supreme Court. The higher court will be asked to pass upon the constitutionality of the requirement that he answer the questions and produce the papers.

This involves the right of the Federal Grand Jury to conduct the investigation under the Sherman anti trust law.

QUEEN CITY TOBACCO COMPANY'S NEW OFFER.

The following notice has been issued by the Queen City Tobacco Co. to jobbers, regarding drop shipments:

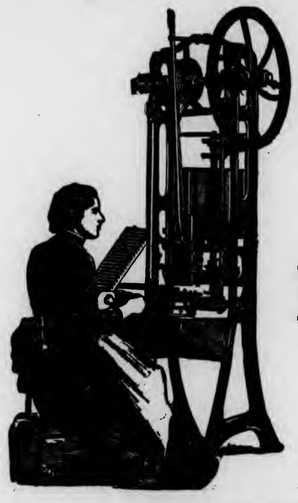
"Until further notice, we will bill Red Devil drop shipments from factory to your customers, in 100 pound quantities as 90 pounds; and 60 pound quanties as 55 pounds, freight paid. This will net you the full profit on the goods, and we trust that you will find it to your advantage to make this known to your trade."

—The American Tobacco Company has declared a dividend of 1½ per cent on its preferred stock, payable July 1.

5c. THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR THE BUCKNELL CIGAR 5c.
Manufactured by
H. S. HARTMAN, Lancaster, Pa.
Samples Sent to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

L. S. STAUFFER,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.



The PROGRESS
SHORT FILLER
Bunching Machine
For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

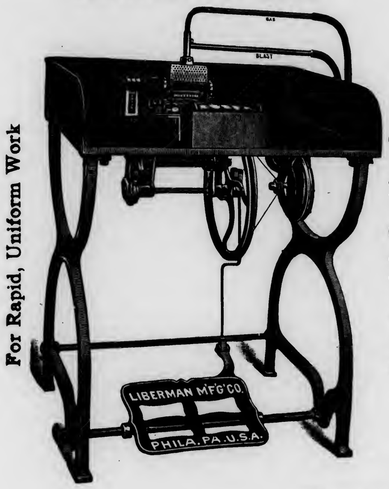
Manufactured by

N. H. BORGFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE



For Rapid, Uniform Work

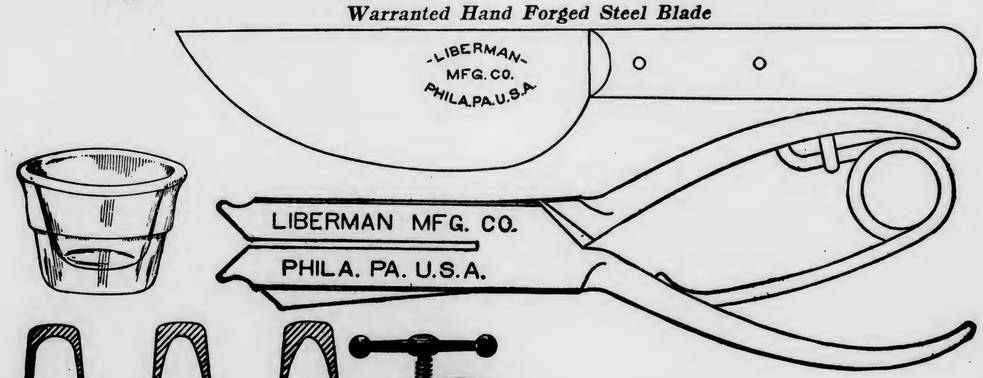
Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade



Manufactured by

Liberman Manufacturing Company
240--42 North Third Street, Philadelphia.
New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E E THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.

Manufacturer of
High-Grade
Seed and Havana
CIGARS
Correspondence Invited from Responsible Houses.

RESERVED FOR
IONA TOBACCO CO.
Lancaster, Pa.

A. D. KILLHEFFER
Maker of

High Grade CIGARS
All Fine Workmanship.
Goods Sold Direct to Jobbers and Dealers. Communicate with the Factory. We Can Save You Money.
No Salesmen Employed.
MILLERSVILLE, PA.
Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.
Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars

CAN'T REDEEM TOBACCO BAGS.

No Traffic on Boxes or Bags That Have Been Removed From Factory.

Washington, D. C., June 10.

According to a decision just handed down by the Commissioner of Internal Revenue, manufacturers can no longer offer to redeem empty tobacco bags by the payment of a half cent each, even if the purpose in securing them is to destroy them. The decision which was rendered as a result of a letter to the Commissioner, read as follows:

SIR:—This office is in receipt of your letter of the 3d instant, Inclosing a 1 ounce package of ——— smoking tobacco put up by the ——— Company, factory No. —, your district, to which is attached, by pasting across one side so that it can be easily detached, a "sticker" on which it is desired to have printed "This empty bag worth one-half cent each at any dealer all this year, the purpose, as stated by the manufacturer, being to have the dealers receiving these empty bags redeem them at one half cent each and then destroy them, as they are not intended to be returned to the factory, or to be re-used; and you desire to know whether there is any reason why this is not permissible.

In reply, you are advised that traffic in statutory boxes or bags which have been removed from the factory, and which have contained cigars or tobacco upon which the tax has been paid, is prohibited by section 3455 of the Revised Statutes, from which I quote so much as relates to this subject as follows:

Whenever any person sells, gives, purchases, or receives any box, barrel, bag, vessel, package, wrapper, cover, or envelope of any kind, stamped, branded, or marked in any way so as to show that the contents or intended contents thereof have been duly inspected, or that the tax thereon has been paid, or that any provision of the internal revenue laws has been complied with, or whether such stamping. branding, or marking may have been a duly authorized act, or may be false and counterfeit, or otherwise without authority of law, said box. barrel, bag, vessel, package, wrapper, cover, or envelope being empty, or containing any thing else than the contents which were therein when said articles had been so lawfully stamped, branded, or marked by an officer of the revenue, he shall be liable to a penalty of not less than fifty nor more than five hundrd dollars. * * *

It was the evident purpose of this law to prevent the accumulation in the hands of any person of empty boxes, bags, wrappers, etc., which have contained tax paid products and which still contain the stamp (although it may have been broken) the caution notice or any of the marks or brands purporting to show that any provision of the internal revenue laws has been complied with in respect to such emptied packages, and to guard against the fraudulent re-use of such emptied packages.

The use of empty ——— tobacco bags as proposed by the ——— Company would be regarded as a very dangerous practice and as being clearly in violation of the law, and you will so advise them.

The regulations No. 8 (pp. 44 and 45) permit manufacturers of tobacco to place within their statutory packages of tobacco or snuff small advertising cards. coupons, certificates, paper bands, circulars, trade mark tin tags, and trade mark strips of inappeciable size and weight intended as an advertisement of their business, and which concern the manufacture and sale of their tobacco and snuff, and no other business, provided the manufacturer s name and address and registered factory number shall appear on each card, coupon, or certificate placed within a statutory package; and as further provided on page 25, such advertising matter will not be prohibited although intended to be returned to the manufacturer, or to some person designated by him on the coupon, and exchanged for other articles, provided the distribution of the prize article does not depend upon the event of a lottery.

The company mentioned will be required to bring their advertising matter within the scope of the law and the regulations as above outlined.

REVENUE SHAKE-UP IN BOSTON.

Small Dealers Guilty of Refilling Will be Wiped Out of Existence.

Boston, Mass., June 12.

The Boston revenue officials are inaugurating a campaign directed against crooked traffic in cigars and cigarettes by small dealers which they believe is going on in this section. Several arrests will probably be made in the near future. Collector Gill and Internal Revenue Agent Kincaid being in charge of the movement.

Penalties have been assessed thick and fast of late, but this has not been sufficient to stop illicit trade. Smaller dealers are selling in boxes which formerly contained the products of reliable companies cigars of the cheapest make. Many of the popular brands of cigars have been counterfeited by smaller dealers, and in the North End some of the peddlers have had the effrontery to sell as popular 10 cent cigars, unboxed goods which they have bought for 80 cents a hundred.

The commonest violation of the law with which the agents have to deal is carelessness and ignorance of smaller manufacturers in the cancellation of stamps. The stamps and the boxes are to be destroyed when the box is empty, and the failure to do this by larger dealers has made it possible for the boxes to get into the hands of dishonest smaller dealers. The box is then refilled with a cheaper grade of cigars and sold at the regular price of good goods.

In the North End it is alleged that there are several "still" cigar factories running without being registered at the collector's office. These "stills" supply peddlers and the small grocery stores with cigars in bundles, which are never boxed and stamped with the revenue stamp as required by law. Many of these cigars find their way into boxes formerly filled with high grade cigars, and are sold at stands in the district.

Some of the small cigar factories in the

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

GEO. A. BUDDY,
Littlestown, Pa.
Manufacturer of

Strictly High-Grade Cigars
OUR LINE:
Lord Bute, The Buddy, Union Riders, Sweet Tips,
Cuban Emulator, General Post, Pretty Nell.

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.

C. G. SINGLEY,
Manheim, Pa.
H. S. WALLICK,
York, Pa.

The Gilt Edge
Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market Street, Lancaster, Pa.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

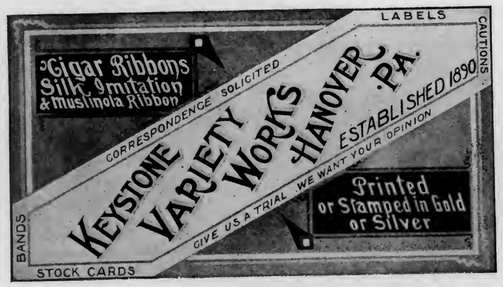
36 East Twenty-second Street, NEW YORK.

HENRY GOTTSELIG & BRO.
Danville, Pa.

Manufacturers of
High Grade
Union Made
Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight. Samples and Particulars to Reliable People on Application.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.



J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

district are also charged with complicity with peddlers in their efforts to defraud government.

What is said of cigars is also true of cigarettes. Different brands of Egyptian cigarettes are counterfeited, and old boxes filled with the inferior brands.

The smaller dealers are the only violators of the law, as the larger companies are never penalized. On the contrary the larger dealers are after the smaller fry tooth, and nail, and often furnish important evidence.

The penalty for selling, buying or refilling stamped empty cigar boxes is a fine of not less than $100, or imprisonment for one year. The penalty for not cancelling stamps is a fine of $50, or imprisonment for six months.

Collector Gill said that the office had treated the less important violators of law with great leniency in the past. The penalties for violations have been assessed, and the violators of the law let go without criminal prosecution.

"It will be the policy of the office hereafter to deal most severely with the box stuffer and refiller," he said:

"Leniency in many of these cases teaches the men nothing, and after raising the money to pay the penalty, they go right to work again to violate the law. In the future we are going to prosecute the cases, and have the offenders given a good stiff term.

"Lesser violations of the law are to be stopped as well, and we are going to see that customers shall get what they pay for in the cigar and tobacco line."

BEN ALI.

W. H. BERGER & BROS. IS A NEW FIRM OF WILMINGTON JOBBERS.

The Delaware Tobacco Co. of Wilmington, Del., has gone out of business and W. H. Berger, secretary of the said company has formed a partnership with his brother, and opened a wholesale store at 508 Market street under the firm name of W. H. Berger & Bro.

Mr. Berger's place will be in order in a few days and the firm will be able to boast of one of the finest establishments in Wilmington. It is the intention of the firm to handle both independent and combine goods and will lay in a complete stock suitable to its trade.

The company has opened with an artistic window display, in which Lucky Strike bears a prominent part.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

NORTH AND SOUTH CAROLINA CROPS

Of Interest to Buyers Who Deal in Palmetto State.

Richmond, Va., June 12.

Farmers from the tobacco growing sections of North and South Carolina report crops to be in favorable condition. Although they have suffered from rain in certain sections, the North Carolina crop has increased 25 per cent.

W. C. Scott, of Drake's Branch, Va., gives out a report on the condition of the tobacco crop in South Carolina, which will prove of interest to buyers of this city, who frequently go to the Palmetto State to purchase the weed. Some of the South Carolina tobacconists write as follows:

B. B. Anderson, Fairbuff: "In this immediate section the crop is about doubled over last year's. The weather has been very unfavorable, raining nearly every day; the crop is very grassy."

D. K. McDuffie, Mullins: "I am holding up to my estimate, that the crop will be 33⅓ per cent of the 1903 crop, or about 30 per cent increase over the last one. The tobacco has not been worked until this week on account of the wet weather. I believe the tobacco is being better taken care of than any other crop. I see fields of cotton looking like fields of oats and grass. Corn is three feet high and has not been plowed for the first time."

Mr. Scott says: "Taking these letters, I estimate the increase for the South Carolina crop to be 30 per cent over that of last season, about 40 per cent of the big crop in 1903. We sold in South Carolina in 1902 about 22,000,000 pounds, in 1903 about 42,000,000 pounds, and in 1904 about 11,000,000 pounds. I estimate the next crop to be about 16,000,000 pounds.

NEW FACTORY IN DES MOINES.

Des Moines is to have a new cigar box factory, the Cramer-Hughes Box Co, removing to the city from Davenport and reincorporating under the name of the Des Moines Cigar Box Co. Amendment to the articles were filed with the county recorder today.

—The Brownall-Lafayette Cigar Co., of East Orange, N. J., has been incorporated to manufacture and sell cigars, etc. Capital, $20,000. Incorporators: Wm. R. Frey, Jersey City; Henry Weiss, David J. Davidson, Jas. Flaherty, Isaac M. Aron, all of East Orange.

PIPES

For Wholesale Dealers Only
The CHEAPEST ESTABLISHMENT for
WOOD and CLAY PIPES
Clay Pipes Our Specialty
Write for Catalogue and Prices
I. SCHILZ-MÜLLENBACH
Manufacturer and Exporter
HÖHR, (near Coblenz) GERMANY

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS and DEALERS IN **Leaf Tobaccos**
142 N. Market Street,
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901
First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

BRANDS:
"MANO" 10c. Cigar
"Modjeska"
and "La Mano"
5-cent Cigars

H. C. LONG & CO.
Manufacturers of **Cigars,** LEBANON, Pa.

OFFICE:
118 Mifflin Street
FACTORY:
Cor. Maple and Plum Aves.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

W. H. RAAB & SONS,
LA CUBANA CIGAR FACTORY No. 463
ESTABLISHED 1871.
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
DALLASTOWN, PA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903
ZIMMER SPANISH WRAPPERS and FILLERS
Too short for our Fancy Packings.
Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903
Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished.
None Better.
Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

MORRIS S. WISE, EDITOR TRADE-MARK RECORD DIES.

He Had Been in Poor Health for Some Time and the End Was Not Entirely Unexpected. He Was an Important Man in the Tobacco Trade.

MORRIS S. WISE.

The trade lost an important man last Thursday, by the death on that day of Morris S Wise, of the law firm of Wise & Lichtenstein, who publish the "Trade-mark Record." Mr. Wise had been in poor health for some time, and the end was not entirely unexpected. He had been able to come to his office but seldom, of late, remaining at his home in Bayshore, L I., where his death occurred.

Mr. Wise was very widely known, and not only respected for his ability, but universally liked because of his genial qualities. He was a valuable man, and the trade will miss him very decidedly.

Morris S. Wise was born fifty-five years ago in New York, in which city he received his education. At the age of eighteen he entered the law office of Boardman & Boardmen, as a clerk. He also read law, and was admitted to the bar about four years later. In 1873 he formed the firm of Wise & Jacoby.

After two years spent in this connection, Mr. Wise practiced law by himself until about 1880, when he formed another firm, Wise, Jaros & Mayer. Mr. Jaros finally retired from this firm, Mr. Mayer died, and S. K. Lichtenstein, who was in the employ of the firm at the time, was taken into partnership, under the present firm name.

Mr. Wise founded the "Trade mark Record" and acted as its editor. He was a member of several social and commercial organizations and had wide connections. He left a wife, a daughter and a son, the last being a member of the firm, The funeral took place on Sunday.

JOTTINGS FROM BOSTON.

What is Happening Among the Trade in New England.

Boston, Mass., June 12.

There was no material change in business last week, the weather being very changeable. One day was very cold here, in fact not more than 200 miles from here in the State of New Hampshire, the white mountain section was visited by quite a downfall of snow. Yesterday the temperature was 82 degrees, and the crowds hastened to the near-by summer resorts.

It is understood that the cutting in prices on the American Tobacco Co.'s plugs and cut plugs to the retailers, will end tomorrow, and these tobaccos will be advanced to their old price. McGreenery & Manning's salesmen are pushing the sale of the new brands of cigars of which their firm recently became distributors, such as Anna Held and Buck cigars, two brands manufactured by the American Tobacco Co.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY.
Clarksville, Tenn.

M. D. BOALES,
LEAF TOBACCO BROKER,
Cable Address, "Boales," U. S. A. Also Arnold's No. 5 Telegraph Cipher.
Hopkinsville, Ky.

ATTENTION, TOBACCO JOBBERS!!

Choice Natural Leaf

CHEWING and SMOKING TOBACCO

(UNION LABEL GOODS)

8 and 16 ounce Packages . . . . 20 Cents
2 1-2 ounce Packages . . . . . 21 Cents

GOOD, CLEANED, SEASONED CUT SCRAP

Packed in 5 Pound Cartons. Freight Prepaid. Send for Sample.

READING TOBACCO MFG. CO.,

George W. Green, Prop. READING, PA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE **Cigars**
For Wholesale Trade Only,
McSherrystown, Pa.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
The Smokers' Favorite Brands. RED LION, PA.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

There are many rumors going around to the effect that a large independent tobacco concern doing business here, has been purchased by the trust.

Tom. Allen, of the Allen Tobacco Co., New York, spent two days here this week and went the rounds in company with Ed. Leader, their local representative. The Allen Tobacco Co. has come up with a new package goods, similar to the Buffo Grand, only the cigars are made without heads, the title is Tellmeall, 12 for twenty cents.

John Phillips, cigarmaker here, has filed a petition to go through bankruptcy; liabilities $401, and no assets.

James Greatorex, a Scotchman who keeps a tailor store at 54 Leveret' street, was before Judge Parmenter, on complaint of Patrolman McDevitt, of Division 1. He alleged that on Monday night the defendant broke into the store of Joseph W. Higgins, 212 Hanover street, and stole 1,000 cigars and 25 French briar pipes, all valued at about $110. The case was adjourned until June 15.

The Cigar Factory Strippers' Union donated $10 in aid of the striking collar starchers, of Troy, New York. The Cigarmakers Union 99 also donated $25 for the same cause.

An outing took place yesterday at Apollo Garden, by the Cigarmakers Union, for the benefit of John Harrington, a member, who is at present an inmate of the Consumptives' Home, at Rutland, Vt.

Asa P. French, of Abington, has followed up his announcement of his candidacy for attorney general with preparations for a fight that will place him as an active man on the list of those who aspire to be the successor of Attorney-General Parker. It has been reported that the tobacco trust was preparing to defeat him. Mr. French has been fighting the trust in his county carrying on a long war that has been watched with interest in other parts of the State.

Sam. Marcuson, with the American Tobacco Co., is kept quite busy booking Hassan orders here which are taking well.

BEN ALI.

—The Queen City Tobacco Co., of Cincinnati, has increased its capital from $50,000 to $100,000, consisting of 500 shares at $100 each. F. W. Gailbraith, Jr., is President and J. W. Pinkerton is Secretary.

CUBAN INTERNAL REVENUE TAX.

Must Not Ordinarily Be Added to Invoice Prices.

Washington, D. C., June 10.

Assistant Secretary of the Treasury James B. Reynolds has decided that the Cuban internal revenue tax of $1 per thousand on cigars should not be added to invoice prices unless it appears that the amount of such tax is customarily actually added to the export price thereof upon the sale of home consumption.

The decision is issued as the result of a letter to that department, and reads as follows:

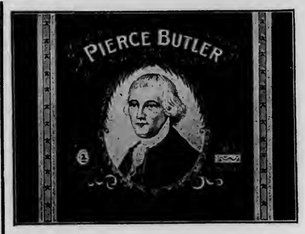
SIR:—Referring to your letter of the 11th ultimo, relative to the addition to make market value, under T. D. 25516 of August 3, 1904, of $2 per thousand upon cigars imported from Cuba, to cover the internal revenue tax levied by the government of that country on such cigars and remitted upon exportation, I have to inform you that it appears upon further investigation, and from evidence submitted to the United States General Appraisers upon reappraisement proceedings, that in many instances such internal revenue tax is not in fact charged to the purchaser of such cigars for consumption in Cuba, but is paid by the manufacturer out of his profits for the purpose of keeping such brands of cigars on display in the home market, and also to dispose of cigars which, by reason of color or roughness of the wrapper, would not so readily find a market in this country, the manufacturer's price for home consumption, tax paid, of such cigars remaining the same as the price for export.

You are, therefore, advised that such internal revenue tax should not be added to the invoice prices of such cigars to make market value, unless it should appear from information in your possession, or from consular notations on the invoice, that it is customary to add such internal revenue tax to the export prices of the particular brand or kind of cigar covered by such invoice upon sale thereof for home consumption.

The Secretary of State has been requested to instruct the American consul general at Havana to make consular notations upon all invoices certified by him covering cigars upon a sale of which for home consumption the amount of such internal revenue tax is added to the export prices.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.



W. H. Snyder & Co.
Windsor, Pa.
Manufacturers of
Popular Brands of
Fine and Medium Priced
CIGARS
Correspondence Invited with the Wholesale & Jobbing Trade only

A. F. HOSTETTER,
Manufacturer of
HIGH-GRADE
Domestic CIGARS
Hanover, Pa.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

W. R. DAUGHERTY & BRO.

Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make **SCRAP Filler, Ready for Use.**
Phones { York, No. 130 / Bell, No. 1873 } **12 S. George St., YORK, PA.**

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds.
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

SALES ON RICHMOND EXCHANGE WILL DISCONTINUE 10 DAYS.

The officers of the Richmond Tobacco Exchange have decided to discontinue the sales from the week ending June 30 to July 11. This 10 days discontinuance is made in order to give the buyers a rest and observe the Fourth of July, after which the buyers will attend the meeting of the Tobacco Association of the United States at Old Point.

Business Changes, Fires, Etc.

Arkansas

Little Rock—Jas B Dodd, cigars, etc; succeeded by Jas B Dodd & Bro

California

Gazelle—David Young, cigar; transferred assets

Connecticut

Shelton—John McGuigan, cigars and tobacco; advertising business for sale

Delaware

Wilmington—Robert Kenyon, Jr, cigar and tobacco jobber; succeeded by Kenyon Bros——Chas E Sparks, cigars; discontinued

Indiana

Palmyra—Noah Mosier, cigar manufacturer; out of business

Iowa

Cedar Rapids—Wm Gardner, cigars; sold out

Muscatine—W B Luellen, cigars, etc; Wagner & Bennison succeed

Maine

Pittsfield—F S Bagley, cigars, etc; Estes Bros succeeds—Estes Bros, cigars, etc; chattel morgage, $1,400

Presque Isle—Samuel D Howland, cigars, etc; damaged by fire

Maryland

Baltimore—Geo L Kunkel & Co, leaf tobacco, dissolved; succeeded by Godfrey Fisher

Michigan

Bay City—John G Clarkson, Mgr, wholesaler and retailer of cigars and tobacco; succeeded by Ella M (Mrs John G) Clarkson

Minnesota

St Paul—Edward Welsh, cigars; judgment, $115.

New York

Oneonta—Doyle & Smith, cigar manufacturers; damaged by fire

Sandy Hill—Chas E Dwyer, cigar manufacturer, real estate mtge, $1,000

Ohio

Toledo—Samuel Epstein, cigars, tobacco, etc; chattel mtge, renewed, $217.

Pennsylvania

Denver—Martin Slabach, et al, cigar manufacturers; judgment, $105

Womelsdorf—Levi D Brindle, cigar manufacturer; satisfied real estate mortgage, $700

Wisconsin

Milwaukee — Chas Krimmer, cigar manufacturer; real estate mortgage, $700.

PATENTS RELATING to TOBACCO, Etc.

791,749 Match striker; Jos B Chamberlain, Philadelphia, P.

791,454 Smoker's article; James M. A. Darrach, New York city.

791,479 Tobacco case; Arlin E. and P. F. MaGee, Janesville, Wis.

791,638 Holder for matches, toothpicks, or like articles; Frank B. Metzger, Bayonne, N. J.

791,495 Mouthpiece for tobacco pipes, etc.; Charles Peterson, Dublin, Ireland.

37,459 Design, cigar band; Louis C. Wagner, New York city.

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A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

E. A. CÁLVES & CO. IMPORTERS OF **HAVANA** 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

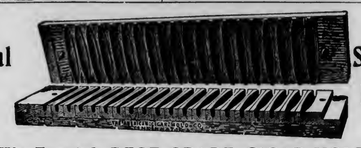
W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

Vertical Top  Solid and Durable
We Furnish BEST GRADE CIGAR MOLD.
Our Prices are the Lowest.
Sample Sections Free.
THE AMERICAN CIGAR MOLD CO.,
1935--1937 Western Avenue, Cincinnati, Ohio

A. KAUFFMAN & BRO.
CIGAR BOXES
YORK, PENN'A.

Special Designs — Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty — Metal Printed Labels

Wm. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 54TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,

Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED. le Droit Building, WASHINGTON, D. C.

FRENCH GOVERNMENT TOBACCO CONTRACT IS AWARDED.

The French government contract for 1,500,000 pounds of American leaf tobacco has been awarded to G. Haufer & Co., of Paris. The American leaf tobacco required by the French government, which holds unto itself a monopoly of tobacco manufacturing in France, is mainly very dark tobacco, some of which is bought on the Richmond market, some on the Louisville and Cincinnati markets.

A. B. Eddins represents Hufer & Co. in Richmond, Va., and will buy for them the Virginia grown tobacco necessary to fill the French order.

It is understood that the board of governors of the Tobacco Association of the United States, of which T. M. Carrington, of Richmond, is President, will hold their annual meeting at Old Point, July 4th-6th.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

The injury to the tobacco crop resulting from heavy winds, dry weather and frost has been nearly corrected, so far at least as the missing plants are concerned, and in fact much that was almost a total failure. A large part of the transplanting has been already done by the large growers, and by some of the smaller growers, although these as a rule need to wait until the large growers are through. The people have outgrown transplanting by hand, and as they do not possess a setter they have to wait for a machine and team

Our correspondents write:

Conway, Mass.: "Transplanting of tobacco is progressing very well, although some pieces have had to be set three times. What has started is growing well, and will be ready for hoeing this week. Very few cut worms are troubling the plants this year."

Bradstreet, Mass.: "Tobacco setting is proceeding slowly. There is considerable complaint of wire worms, also cut worms. Tobacco plants are in demand. It is feared there will be quite a shortage of plants."

East Deerfield, Mass.: "No tobacco has been set here yet. A few will set this week, but more next week. Tobacco beds are mostly very poor. Several growers will buy all of their plants."

North Hatfield, Mass.: "Several of the large growers have finished setting their tobacco, and are all ready to start the hoeing. Some have already begun to hoe. Mr. Oscar Belden & Sons have hoed out two pieces. R. M. Swift has an acre or two hoed. Tobacco is looking very well, considering the weather we have had. This week we have had light showers, and a very fine mist fills the air. We need lots of it."—American Cultivator.

EDGERTON, WIS.

The buying movement is dwindling so that scattering transactions embrace most of the business being done in local markets. But few buyers are yet in the field, while growers are extremely busy preparing for the new crop soon to be set.

There is inquiry for old stock, but sales are largely of the cheaper grades. Good binder stock is in demand, though the supply with local packers is none too large. A. Wallach, of Chicago, has purchased a hundred cases, or such a matter, from local packers during the week.

The weather of the week has improved the prospects of the new crop by bringing along the plant beds so that transplanting can now go forward as rapidly as the fields are prepared to receive the plants. This work will be well under way in all sections the coming week.

Shipments 300cs.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 1,259 hhds, (our receipts include the Association tobacco); offerings on the breaks, 591 hhds; total sales, 613 hhds.

The market was firm to strong on all desirable sorts—common nondescript leaf was a shade easier, and lugs were rather stronger. But few lugs appear upon the breaks, most of them being bought privately and held on speculation.

About 90 per cent of the proposed crop has been planted, with generally a good stand The weather is now hot and dry, and good rains are needed to finish the planting and replanting, which may come at any time.

We quote:

Low Lugs	$3.50	to	$4.00
Common Lugs	4.25	to	4.50
Medium Lugs	4.50	to	5.00
Good Lugs	5.00	to	5.50
Low Leaf	5.00	to	6.00
Common Leaf	6.25	to	7.00
Medium Leaf	7.50	to	8.50
Good Leaf	9.00	to	10.50
Fine Leaf	11.00	to	13.00

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS EMBOSSING

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

ALBERT FRIES HAROLD H. FRIE
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855. Please write for them
Guaranteed to be the Strongest, Cheapest, and Best.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

THE AMERICAN TOBACCO CO. NEW YORK.

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Conway, Mass.: "Transplanting of tobacco is progressing very well, although some pieces have had to be set three times. What has started is growing well, and will be ready for hoeing this week. Very few cut worms are troubling the plants this year."

Bradstreet, Mass.: "Tobacco setting is proceeding slowly. There is considerable complaint of wire worms, also cut worms. Tobacco plants are in demand. It is feared there will be quite a shortage of plants."

East Deerfield, Mass.: "No tobacco has been set here yet. A few will set this week, but more next week. Tobacco beds are mostly very poor. Several growers will buy all of their plants."

North Hatfield, Mass.: "Several of the large growers have finished setting their tobacco, and are all ready to start the hoeing. Some have already begun to hoe. Mr. Oscar Belden & Sons have hoed out two pieces. R. M. Swift has an acre or two hoed. Tobacco is looking very well, considering the weather we have had. This week we have had light showers, and a very fine mist fills the air. We need lots of it."—American Cultivator.

EDGERTON, WIS.

The buying movement is dwindling so that scattering transactions embrace most of the business being done in local markets. But few buyers are yet in the field, while growers are extremely busy preparing for the new crop soon to be set.

There is inquiry for old stock, but sales are largely of the cheaper grades. Good binder stock is in demand, though the supply with local packers is none too large. A. Wallach, of Chicago, has purchased a hundred cases, or such a matter, from local packers during the week.

The weather of the week has improved the prospects of the new crop by bringing along the plant beds so that transplanting can now go forward as rapidly as the fields are prepared to receive the plants. This work will be well under way in all sections the coming week.

Shipments 300cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 1,259 hhds, (our receipts include the Association tobacco); offerings on the breaks, 591 hhds; total sales, 613 hhds.

The market was firm to strong on all desirable sorts—common nondescript leaf was a shade easier, and lugs were rather stronger. But few lugs appear upon the breaks, most of them being bought privately and held on speculation.

About 90 per cent of the proposed crop has been planted, with generally a good stand The weather is now hot and dry, and good rains are needed to finish the planting and replanting, which may come at any time.

We quote:

Low Lugs	$3.50	to	$4.00
Common Lugs	4.25	to	4.50
Medium Lugs	4.50	to	5.00
Good Lugs	5.00	to	5.50
Low Leaf	5.00	to	6.00
Common Leaf	6.25	to	7.00
Medium Leaf	7.50	to	8.50
Good Leaf	9.00	to	10.50
Fine Leaf	11.00	to	13.00

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
EMBOSSING EMBOSSING
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

ALBERT FRIES HAROLD H. FRIE
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855.
Please write for them
Guaranteed to be the Strongest, Cheapest, and Best.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

VIRGINIA

PERIQUE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

National Cigar Clipper

It Clips a V in Ends of Cigars---

A LITTLE vest pocket instrument for the smoker that puts a V in ends of cigars—neatly—accurately—without breaking wrapper, no matter how dry or brittle the cigar is.

It doesn't bite and pull and squeeze; but cuts "shear ways," the common sense way—a way that can't dull the the cutter and disfigure the point of cigar.

Design is elegant—nothing like it on the market anywhere. Finest tool steel—nickel plated, and polished.

Makes an effective and lasting piece of advertising for the cigar manufacturer and distributer because of its ability to attract attention—its utility and durability.

The dealer can't put a better selling novelty before a smoker. Hits two ways,—snug profit when sold—fetching advertising with name on.

Sample 15 cents. Dozen lots without ad. $1.25.

Gross lots without ad. $14.00; with ad. if not more than three lines, three eighth of an inch long, $16.50.

NATIONAL SELLING CO., Allentown, Pa.

Maybe not today or tomorrow, but some day soon

You'll need them quick!

Note the address-

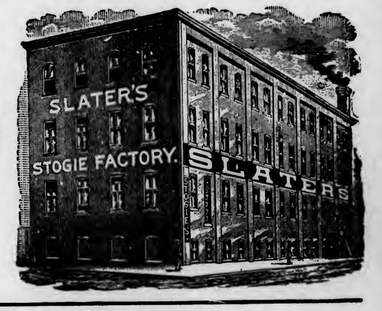
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.

Manufacturers of Hand-Made

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



E. ROSENWALD & BRO.

THE TOBACCO WORLD

ESTABLISHED IN 1881 Vol. XXV., No. 25. | PHILADELPHIA and NEW YORK, JUNE 21, 1905. | ONE DOLLAR PER ANNUM. Single Copies, Five Cents.

1903 Crop
FLORIDA SUMATRA
WRAPPERS

All Grades and Sizes.
Light, Medium and Dark Colors.
Excellent Quality.
Lowest Prices.

Schroeder & Arguimbau
No. 178 Water Street
NEW YORK

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
THE TOBACCO WORLD

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

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STEWART, NEWBURGER & CO., Ltd.
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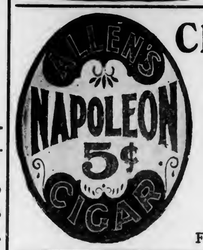
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

"The P[illegible]adelphia"
A Match[illegible] Cigar.
One of Ro[illegible]'s Best
THAT IS SAYING [illegible] DEAL
Samples sent to Reputable [illegible]tributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)



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FINE CIGARS
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Factory No. 909. Bell Telephone 4886-A.

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"We submitted packages of tobacco manufactured by the P. Lorillard Co. and Butler & Bosher's brands, which had previously been manufactured by Butler & Bosher and recently the same brand manufactured by the P. Lorillard Co., showing that they were virtually under one control. Notwithstanding this, the acting secretary of the navy decided they were separate concerns and entitled to bid. He also held that the American Tobacco Co. is only a holding company."

NO CIGARETTES AFTER JULY 1.

La Crosse, Wis., June 26.

Local cigar dealers are making an effort to dispose of their stock of cigarettes as rapidly as possible. The new law goes into effect July 1 and it is proposed to get rid of the stock by that time if possible. According to the law no more cigarettes can be sold in Wisconsin.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
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GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
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41 N. 11th Street, PHILADELPHIA.

EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the food you eat
Vesper CIGAR

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

NAPOLEON 5¢
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Junius Parker, counsel for the American Tobacco Co. and Mr. Butler of Butler & Bosher were at the hearing and had no remarks to make further than the brief which had previously been filed in their cause.

Of the protesting manufacturers, C. D. Larus, of Larus & Bro. Co., Hugh Campbell and E. P. Crump were present. These and the other independent bidders were greatly disappointed at the decision rendered as they claim they will have very little chance in the future, owing to the fact that under this ruling, the American Tobacco Co. will be able to enter thirty-five or forty bids by using its various companies. One man said at the close of the hearing:

"We submitted packages of tobacco manufactured by the P. Lorillard Co. and Butler & Bosher's brands, which had previously been manufactured by Butler & Bosher and recently the same brand manufactured by the P. Lorillard Co., showing that they were virtually under one control. Notwithstanding this, the acting secretary of the navy decided they were separate concerns and entitled to bid. He also held that the American Tobacco Co. is only a holding company."

NO CIGARETTES AFTER JULY 1.

La Crosse, Wis., June 26.

Local cigar dealers are making an effort to dispose of their stock of cigarettes as rapidly as possible. The new law goes into effect July 1 and it is proposed to get rid of the stock by that time if possible. According to the law no more cigarettes can be sold in Wisconsin.

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & Co. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D & T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
D&T
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana
21 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

E. A. CÁLVES & Co. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
Title & Design Registered.
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

HOW MANY LIVE RETAILERS ARE THERE IN PHILADELPHIA?

In a large number of cities are Retail Cigar and Tobacco Dealers' Associations. Philadelphia has one which was organized between two and three years ago. It is not a member of the national association but it has a fair list of members which include some good workers. Just who those workers are it is not necessary to name here, as every one in the association will know.

Now, perhaps, some may think that it is not in the province of the old salesman to hand out knocks on retailers but he has been watching a certain existent condition of affairs for some time, and has lately heard a number of complaints from others. So let her go.

Let me state at the start off that there are some retailers in Philadelphia who haven't got enough initiative to lick a stamp. They will fall out of bed in the mornings, crawl into the store and loaf there all day, complaining bitterly of business and wondering what they have done to be so persecuted. Bah!

It was not a particularly hard matter to get retail dealers to join the association when it was started, for it sounded like a good thing. The idea of union, and working in a common cause, combining for protection and all that, seemed like a fine proposition and lots of dealers joined in and came to the first meetings. They came and sat around, and whether they expected gold ingots to be given out, I don't know, but they soon began to miss meetings and it would take a feast for the gods, the prospect of a scrap, or a bomb to bring out a representation.

This may be slightly exaggerated, but it was seldom indeed that any were present but the faithful little band that was doing all the work. And certain influential dealers in town who were approached to join refused because they said the members didn't think it was worth while attending their own meetings and it didn't look like a good game.

As far as that goes, it was up to those dealers to come in and show them how to do things, if they felt that way about it, but they didn't care to take that much trouble.

It just goes to show that Philadelphia dealers evidently don't care, or else are convinced that every man is better off going it alone and cutting prices. It appears to me, though, that if they were really convinced of this, they would do less kicking over no profits.

I will now produce what I think is very striking evidence of a wholesale lassitude that absolutely precludes the possibility of organization. Sometime ago, the retailers' association decided to make another effort to work up interest, and sent out a circular letter to the retail trade.

It offered several prizes to retailers who would sit down and write in good suggestions as to how to increase the membership of the association.

Let me state again, lest anybody should overlook the fact, that the association is a co operative organization formed purely for the universal good of the independent retailer. Such organizations in other trades have done wonders. The one in this trade in New York has done a tremendous lot.

The Philadelphia association, then, was paying dealers to suggest a way by which they could benefit themselves. Moreover it was submitting no problem that ought to have been difficult.

Nearly four thousand of these letters were sent out in this city. That means that practically the whole trade was covered. Now let me say it again Nearly four thousand of these letters were sent out.

Precisely one reply was received.

The letters were sent out two or three months ago, and there has been plenty of time for any man, however chary of ideas, to dig up some sort of a suggestion.

The man who did answer, certainly would seem to be wasting his talents in Philadelphia. It cannot be presumed that he is the only cigarist in the city who ever learned to write or that he is bribing all the others to remain out of the contest.

Perhaps if hundred dollar bills had been offered as prizes there would have been as many as three replies. I don't know, though. Three are a good many out of four thousand, and, a man isn't going to slave his life away getting up a whole letter, address and everything, and putting the stamp on it, and mailing it, unless he has to. The fellow with the store on the opposite corner wouldn't do it and there's no use being a sucker.

Meanwhile, the poor neglected prizes "remain uncalled for."

THE OLD SALESMAN.

Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

IF YOU WANT to be in HAVANA
Smoke CAMELA 5c. Cigars
MADE BY
HENRY HEYMANN'S SONS
Office, No. 614 Betz Building, Philadelphia.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia.
Hollard's

F. V. ESHLEMAN,
1600 Arch Street, Philadelphia,
MAKER OF

HAVANA CIGARS
A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

"I VE about made up my mind," said an enterprising cigarist the other day, "to start what I believe is a new scheme, this summer, and one which I am confident will be a success. I really thought of it, or at least got some idea of it, late last summer.

"It's this. You see my store is fixed so that it has a room directly in the rear. When my family lived here they used this room as part of the living quarters but since we moved out and they altered the dwelling part for business purposes, I have retained the room to keep part of the stock in, an ice cooler, two or three chairs, etc. It was these things that gave me the idea.

"I'm going to fix that room up into a lounging room. If I can get any comfortable mission furniture that doesn't cost too much, I'll fit the room out in that style. I'm going to have electric fans put in and have the place just as cool as anybody could want. It'll be like the back rooms of some of the saloons that make a specialty of summer trade and it is going to be so attractive that I expect I'll want to be in there all the time myself.

"There will be a few tables, matchsafes and ash trays, and I'm going to have a girl in attendance. This will necessitate my taking another little room in the rear of this one and in that room we're going to brew the best iced tea you ever tasted. Now do you sabe?

"Iced tea is the best summer beverage that was ever invented. It invigorates, and it actually cools, it's good for one's stomach and it's a delicious drink. I have taken the trouble to find out from a number of restaurants, that the habit is largely increasing and that those who try it for the first time, though they may say they don't like it, invariably ask for it again, and finally drink nothing else.

"I'm going to have a big placard outside the door with a thermometer on it, and some reading matter depicting the horrors and danger of heat prostration and then telling the readers that half an hour in my little cosy cooler will set them right, for three or four hours. Beside the thermomter will be a photograph of the room, fans and all for the benefit of those who have never been in yet.

"Now, how's that for a 'spider and the fly' frame-up. Only I'm a very benevolent spider. I'm not benevolent enough to run behind though, like I did last summer. Of course this will involve a good deal of expense, but if it works out all right, I may work it for tea and coffee in the winter.

"The iced tea game is the best though, for a whole lot of men who are thirsty go into a saloon and get beer or something stronger because they don't want to go up against a soda water fountain, for a number of reasons, one of which is that a man doesn't as a rule like soda water, and another that he likes to sit and smoke a few minutes while he is resting.

"No one who comes in my place will have to buy anything, but very few would take advantage of that fact. I'll charge ten cents for a glass of tea which, everything considered will be worth it, and I'll make a handsome profit. It won't be long before I'll have a regular list of business men who will make it a point to get around once or twice during the day and refresh themselves for a little while.

"And if there is a demand, I'll serve more stuff and go just as far as it is a money-making proposition.

"Yes sir, it's the scheme of a lifetime," concluded the dealer sanguinely, "and if I don't win out I'll give you my stock next fall."

On its face, the scheme does seem like a good one, and one which any dealer whose store has extra space, could put into operation with profit. There is a tremendous amount of drinking of iced drinks during a hot summer and men like a cool place to sit and smoke while they are drinking them. Much good could be done by judicious advertising of the proposition and as any novelty is bound to attract attention, there would be plenty to come in the first time. Whether they repeated, would depend on how comfortable they had been made.

• • •

THE BIRTH OF THE STOGIE.

"THE good little stogie, that willing economizer for those who haven't an educated palate," said a tobacconist, holding up one of the unhandsome little rolls, "had a rather curious origin. It is distinctly an American form of cigar making, and if it obtains in any other country was copied from our model. It was a good many decades ago, I think along about the time of the revolution, that it came into being. There is a strong grade of tobacco grown in Lancaster county, Pennsylvania, near Conestoga, and the town was virtually supported by the freightage business to Philadelphia.

"The teamsters on the Conestoga wagons were fond of smoking their native Lancaster tobacco, but found it difficult to manage teams, pipes and heavily laden wagons at the same time. So they took to rolling up the natural leaf in forms roughly similar to the stogie of today. It was easy just to roll a few leaves together, twist them at the end, and the result made a smoke possible without very much trouble, such as that attending the pipe.

"Gradually the rolls were better made, and soon the strong smoke of the teamsters came to be known in Philadelphia, and in the West as far as Pittsburg. Men who liked such smokes began to place orders with the teamsters, and for want of a better name the cigars were known as Conestoga's, which soon came to the abbreviation of 'stoga's.' and the transition from that to 'stogie' was very easily made. The wagoners and Lancaster people generally called them 'rat tails,' however, and by that name they are known in the town and county of their origin even to this day."

• • •

—The four story building at Broadway and Wall street, New York, now leased by the United Cigar Stores Co., was recently sold for $700,000.

WHERE F. H. POWELL'S "OXUS" CIGAR IS DISTRIBUTED.

The above picture represents the store at 126 Federal street, Camden, which is headquarters for the famous Oxus, manufactured by F. H. Powell. The cigar is widely known for its excellence as a five center, and those who smoke it usually refuse everything else. As will be noticed, Mr. Powell has an eagle eye for window displays, and his place, on this account, is one of the most attractive in Camden. This cigar has a good sale in Philadelphia.

A LITTLE TALK ON CIGARS.

THERE are fads in cigars, just as well as there are in hats, cravats and wearing apparel, said a well known cigar dealer today.

"Long cigars of the panatela shape are the stuff right now," he said. "A year ago if you wanted to be in it you had to smoke a club house shape, one of those big fat cigars that were so cumbersome."

"What is the weight of an average cigar?" queried the reporter.

"It all depends upon the tobacco. One cigar that sells for ten cents, weighs a quarter of an ounce, while another exactly the same size and price, weighs half an ounce."

In answer to the question of whether the trend was toward bettter or poorer cigars, the dealer stated that he believed the trade on five cent cigars had increased recently. He accounted for this by the effect of the anti cigarette law. He stated that a cigarette smoker did not want a Key West or clear Havana cigar, but a mild smoke that he could inhale readily and thus bought a domestic five cent cigar.

Speaking about the peculiarities of the custom of the store, the dealer remarked that he did not have over half a dozen patrons who invariably smoked the same cigar. He stated that the ordinary smoker wants a change occasionally, and while each has his preference, he is fickle to that cigar at times. It is not because the cigar is different, but because his taste becomes depraved. A few days' change and he will return to his first love rejoicing.

• • •

THERE is a particular way in which all dealers can appeal directly to the people who pass their stores, by the nature of the window display. It is evidently starting out to be a hot summer, when men will fag along the streets gazing lustfully at every cake of ice they spy. Anything to remind them of something cool.

The dealer wants to take advantage of this fact by arranging winter picture scenes. Put in a Santa Claus figure, a toy church and house or two, which can be bought cheap, get some scenic snow and sprinkle it around, and if you like, hang some snow scenes higher up in the window. You can add to the effect by getting some newspapers, printed the preceding winters, cutting out the blizzard and "frozen to death" accounts. Capping all this could be a sign something like this:

With Our Electric Fans
WE FEEL ALMOST LIKE WINTER
Inside This Store.

And under this you should announce a good leader that you are offering. Of course your window dressing can't do more than attract attention to the store, but on a hot day many men will go anywhere to cool off and stop mopping.

PROFITS GUARDED BY SYSTEM

Costly and embarrassing mistakes mean loss of customers and loss of trade. You should insure against mistakes. A careful customer gave the following reason for preferring to trade with a merchant who uses a National Cash Register:

"Mr. Hardy is so anxious to avoid mistakes that he pays a money penalty to any customer who does not receive a printed receipt from his cash register for the amount of each purchase. With each sale he gives this printed check on which he announces to pay this penalty.

"He advertises special bargains on this check. This gives me notice of sales I would otherwise overlook."

A National Cash Register insures your profits by enforcing carefulness and accuracy among your clerks. This prevents disputes and increases trade.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER CO., DAYTON, OHIO

*I own a*_____. *Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

Name _____
Address _____
No. clerks _____

Please Mention The Tobacco World

SHORT TALES OF DRAMATIC INDIANA—No. 3

It is after midnight. This time the scene is in the business section of Indianapolis. Occasionally a minion of the law passes along, idly swinging his club and tramping heavily for the company of the echoes.

Now there is an interval. The rounds man will not be along again for an hour. Up the street come three men. Each wears a loose rain coat and wide felt hat. In appearance they might be Sabbath school superintendents.

They walk easily, even carelessly, yet there is an indefinable air of purpose about them.

As they approach a particular corner they look sharply about them. Not a soul is in sight. They turn into the side street, which is darker, and continue up perhaps a block and a half. They stop directly before a store door. A drug store.

Their appearance is no longer indifferent. Their faces are set and grim. One man produces a jimmy from his pocket, while the others draw revolvers.

Are these men burglars? Merciful heavens, perhaps they are murderers! In the name of Indianapolis, where are her policemen?

But no, it cannot be. For see, the man with the jimmy is turning to another and saying:

"Before we go further, Brother Palmleaf, wont you lead us in a brief word of prayer on the success of our mission?"

They kneel, there are a few words of exhortation in a low tone, they are on their feet again, the jimmy is applied, the door flies open and the men are inside the store.

Brother Palmleaf, evidently familiar with the surroundings steps quickly to the wall and flashes on the electric light. A startled, sleepy clerk is just emerging from his night couch behind the screen.

At sight of the intruders he gasps with fright, but pluckily runs for the cash drawer. He is looking into the mouth of a gleaming revolver.

"Up with your hands, brother," is the stern command.

Reluctantly he obeys and is soon bound and trussed up on a chair. Then these strange marauders proceed. With practiced eyes they go through all the stock, in the show cases, through the drawers, back of all the bottles, cans, in in the soda water fountain, even down cellar they pursue their relentless search. They have broken open the cash drawer but after a glance leave its contents untouched.

At last they stand, looking helplessly at the clerk, chagrin in their countenances.

Suddenly Brother Palmler catches sight of a cabinet of pills that had somehow escaped the search. He notes a flicker of the clerk's eyelid. He springs to the cabinet. It contains remedies for every malady in the world, prepared by the distinguished savant, Dr. Bunyon.

(Concluded on page 11)

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM, GEO. W. BREMER, JR. WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

B. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA MARKET NOT ACTIVE, BUT CHANGE EXPECTED.

If Receipts from the Country Continue to Increase There Will Soon be Sufficient Quantity on Hand for Buyers to Select. Fifty Per Cent More Already Received Here This Year Than Last.

[Special Correspondence of The Tobacco World.]

HAVANA, June 12, 1905.

Last week in the Havana market was not so active, as the number of buyers in town was limited, but it would not cause surprise to see a complete change here in July, and if the weekly receipts from the country of the new Vuelta Abajo and Partido continue to arrive in steadily increasing numbers of bales, there will be a sufficient quantity on hand for the buyers to make a selection.

Comparing the 1905 crop with that of 1904, it is readily seen that we have received nearly 50 per cent more already this year than at the same period of the previous year, which favorable result is owing to the early commencement of the packings in the country, as the rainy season set in fully one month sooner than usual.

Of Vuelta and Semi Vuelta we have received nearly double the number of bales, while of Partido we are over 30 per cent short in quantity this year. As principally the temperature—or light—part of Vuelta Abajo has come to market, this style of leaf will be ready for working quite early, say in July and August.

Of Partido there is a small proportion of temprano growth which can be worked at once, while the balance may need more time to cure thoroughly. A few sample bales of new Remedios have arrived and denote a good, heavy quality, althought it is stated that there will be enough of the lighter styles later on. The escojidas are just as backward as last year, as the weekly receipts from the country indicate, so it will be July before any quantity may come to market; and as this class of tobacco is unsuitable for early working in the United States, there is no necessity for buyers of these styles to come here before November or December, particularly as there are no old lots for sale in first hands.

As an indication, however, of how prices may rule, it can be stated that for 3d Capaduras one seller was asking a figure 50 per cent higher than last year, and as the new tobacco is bound to shrink heavily in weight the cost to the buyer would be still more enhanced. It needs two parties to make a bargain, though, so it remains to be seen whether the American dealers and manufacturers are willing later on, for the sake of obtaining Remedios tobacco, to pay near the asking figures or not.

Some party was ready to make a bet at heavy odds, however, that by December 1, all suitable Vuelta Abajo and Partido tobacco (for the clear Havana industy) would be no longer in first hands. This prediction was based on the belief that the crop would prove to be from 25 to 30 per cent shorter than last year, owing to the personal inspection made by this party on going over the whole Vuelta Abajo district.

Sales

last week were 3,223 bales, or 2,167 of Vuelta Abajo, 700 of Partidos, and 356 bales of Remedios. The American buyers took 2,423, the local cigar and cigarette manufacturers 674, and European exporters 126 bales.

Buyers Come and Go.

Arrivals—Leonard Friend, of Friend & Co., Manuel Alvarez, of Manuel Alvarez, New York; M. Garcia, of Perfecto Garcia & Bro., Tampa and Chicago; Salvador Rodriguez, of Salvador Rodriguez, Tampa and New York.

Departures—Domingo Villamil and Arturo Ruiz, for New York; Edgar J. Stachelburg, for Tampa; A. Kaffenburgh, for Boston (omitted last week).

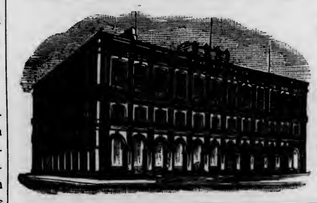
Havana Cigar Manufacturers

are still lacking orders in sufficient quantities to create the longed for revival in the factories, and there are but few exceptions to be noted amongst the independent manufacturers, who work high class Vuelta Abajo leaf and have thus secured a reputation of excellence, which the smokers of the world are quick to notice.

The article in The Tobacco World of May 31st headed "Cigars Deteriorating in London" was commented upon in independent manufacturing circles as not being quite explicit, as the New York Herald of May 21st stated that the retailers in London blamed the inferiority of the imported cigars upon the trust, which also has cut down the profits of the retailers by raising the prices to such an extent that the consnmer would not notice it. The trust has made a heavy purchase of 650 bales of the shade grown Partido leaf, besides which it is said to be in treaty for more wrappers of this nature.

H. Upmann & Co., of the famous H. Upmann brand, Cifuentes, Fernandez &

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

E. A. CÁLVES & Co. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL — HABANA

FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Consulado 91, HAVANA.

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." Habana.

JOAQUIN HEDESA

Successor to MARTINEZ, HEDESA & CO.

Packer and Exporter of Leaf Tobacco

83a Amistad St., Habana, Cuba.

Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

M. GARCIA PULIDO

GROWER, PACKER AND DEALER IN

Vuelta Abajo, Partido and Remedios

Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONILEVA. *Habana*

Bruno Diaz — R. Rodriguez

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

JOSE F. IRIBARREN,

Packer and Exporter of Havana Leaf Tobacco

Vuelta Abajo and Partidos a Specialty

Dragones 94, HAVANA CUBA

Special attention paid to tobacco suitable for the American market

SUAREZ HERMANOS,

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" HAVANA. CUBA.

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER. Habana, Cuba.

MANUEL LAZO

Almacenista de Tabaco en Rama

Remates a Specialty

English Spoken — Telephone 6146

199 MANRIQUE — HAVANA

JOSÉ MENENDEZ,

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, Habana, Cuba.

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, *HAVANA*

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de

Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270.

Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS

P. O. Box 298. Cable Address, "Aixalaco."

Established 1834 — Independent Vuelta Abajo Factory

POR LARRAÑAGA

Por Larrañaga Cigar Manufactory

ANTONIA LOPEZ CUERVO, Proprietress

ANTONIO J. RIVERO, Manager

2 Belascoain (B), HAVANA, CUBA

Cable Address: Por Laranaga, Havana

Trade Mark Registered

Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La. Columnia de la. Victoria, La. Irma, and La. Guipuzcoana.

JOSE F. ROCHA,

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100,

Cable: "DONALLES." HABANA, CUBA.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.

Leaf Tobacco Warehouse,

MONTE 199,

Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of LEAF TOBACCO

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: Vuelta Abajo and Partido

Warehouse and Office, 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO." Correspondence solicited in English

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

Monte 156, HABANA, CUBA.

P. O. BOX, 395. Cable: "CALDA."

Co, of the celebrated Flor de Tobacos de Partagas & Co., Antonio Lopez Cuervo, of the universally liked Por Larranaga, Rabell, Costa, Vales & Co., of the old established Ramon Allones and Cruz Roja, Behrens & Co., of the highly appreciated Sol, and Calixto Lopez & Co, of the delicious Eden brands, are all busy in executing good orders for the United States, Great Britain and its colonies, Europe in general, and South America.

Buying, Selling and Other Notes of Interest.

Edgar J. Stachelberg, when seen by your correspondent, was enthusiastic about the good qualities of the new Vuelta Abajo crop, and while he stated that he had purchased more than 4,000 bales before he left, other parties claim that the firm of M. Stachelberg must have bought fully 5,000 bales in all. Don Edgardo pronounced the shade grown Partido leaf as not very good. The Fama Universal ought to do a splendid business this year, with Don Edgardo's experience as a connoisseur of the best grown leaf and his thorough acquaintance with the secrets of blending different vegas, in order to get the most aromatic but mild smoke. Other manufacturers may succeed in making equally good cigars but none will do better.

Manuel Lazo was again the heaviest sellers last week, as he disposed of 1,500 bales of Vuelta Abajo. Don Manuel has just returned from a trip to the Vuelta Abajo, and very likely will leave again to invest more heavily in this year's crop.

Fecundo Arguelles, who just left here, has also commenced to purchase quite liberally of the new Vuelta Abajo crop, So Arguelles, Lopez & Co. will have a choice stock of leaf on hand for the coming season.

Luis Marz turned over 650 bales of his high class shade grown wrappers.

Arturo Ruiz, who left on Saturday, secured from 200 to 300 bales of Vuelta Abajo.

Rz. Bautista & Co. sold 467 bales of Vuelta Abajo and Partido new crop.

Leonard Friend has been seen all over the market and doubtless must have already purchased some goods, although your correspondent could not get particulars yet.

Loeb Nunez Havana Co. disposed of 306 bales of Remedios to Northern customers.

Manuel Alvarez has bought 100 bales of Vuelta Abajo since his arrival.

Grau, Planas & Co, made several transactions to local manufacturers of 100 bales of Remedios and Partidos, old crop goods.

Garcia & Co. are making an escojida in Las Ovas among which is one extra choice vega which will yield about 350 bales when complete. This is destined for R. A. Bachia & Co., of New York. Don Manual Garcia returned this week from the fishing excursion to Key West, via New York, looking the picture of health, and ready to regale his listeners with a story about the big tarpon and sharks which he caught while in the yacht of John Wardlow off Key West.

Gonzalez, Benitez & Co. sold 100 bales of Vuelta Abajo last week.

Receipts From the Country

	Week Ending June 10. Bales	Since Jan. 1. Bales
Vuelta Abajo	10,144	41,088
Semi Vuelta	718	3,745
Partido	2,455	10,062
Matanzas	—	22
S. Clara & Remedios	43	9,437
Santiago de Cuba	—	4,633
Total	12,360	68,987

TALES OF DRAMATIC INDIANA.

(Concluded from page 7)

One wrench and the door is open. Anxious eyes search the interior. The contents are tumbled out regardless. Poor Dr. Bunyon!

Ha!

Hist!

The first from the three, the other from the clerk. Brother Palmleaf snatches forth a little box. He passes it to the others. They shake their heads in sorrowful but righteous indignation.

"We need no more evidence than this" says the leader. On the label of the box flare out these damning words:

"10 Cubeb Cigarettes 10. Guaranteed to relieve all cases of asthma, hay fever, or colds with like symptoms."

The clerk stirs miserably in his chair. A gleam of defiance lights his eye.

"We never thought you'd look there," he hisses.

"Let us again give thanks for the success of the Anti cigarette League," says Brother Palmleaf.

All Kinds and Sizes

WOOD, PORCELAIN and CLAY

Pipes

Clay Pipes a Specialty

Send for Illustrated Price List

I. SCHILZ-MÜLLENBACH

Manufacturer and Exporter

HÖHR, (near Coblenz) GERMANY

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Bremen.

W. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

J. SCHOENER. CABLE ADDRESS "TACHUELA"

J. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
135 MAIDEN LANE,
NEW YORK.
Case, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St. NEW YORK.
Cable Address: "HERE"

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, June 19, 1905.

The trade has at last reached the belief that the Federal Grand Jury means business. The summary way in which Secretary McAllister, secretary of the American Tobacco Company, was adjudged guilty of contempt of court, as told in last week's paper, for refusing to show his company's books, appears much more significant than did the same action in regard to Edward F. Hale

The purpose was to learn what sort of an arrangement exists between the American Tobacco Co., and the Imperial Tobacco Co, of England. Mr. McAllister refused to produce the papers but would answer no questions, on the advice of his counsel, Nicoll, Anabel & Lindsay, who took the ground that the witness's constitutional rights would thus be violated.

The grand jury duplicated its action in the case of Hale, by going before Judge Lacombe in the United States Circuit Court and the latter after receiving another refusal from McAllister fined him $5 and committed him into the nominal custody of the U. S. Marshall, Application was made for a writ of habeas corpus which was denied, and McAllister was compelled to furnish $1,000 bail before U. S. Commissioner Shields pending an appeal to the United States Supreme Court which will settle how much investigating a Federal Grand Jury can do under the Sherman act.

Until this is definitely decided, nothing much can be done, but should the court decide that the books must be produced, the trade will expect some lively doings for awhile.

• • •

The Exposition Committee of the Retail Cigar and Tobacco Dealers Association of this city have sent out a very handsome prospectus of the Tobacco Show to be held in October together with some other literature calculated to draw the favorable attention of the manufacturer. The main pamphlet on the outside bears a picture of Grand Central Palace, where the affair will be held, and is illustrated by large halftones. The reading matter is as follows:

As a result of the competitive strife in all lines of business, especially those of a character where the connection between manufacturer and consumer is so vital, yearly public expositions have become a necessity, and have proven of vast importance and benefit. Where advertising is so essential a factor, especially have pleasing results been obtained.

Recognizing the value of such a method of publicity as being almost indispensable for manufacturers and dealers alike, a Tobacco Industrial Exposition will be held in Grand Central Palace, New York City, during October, 1905.

The Grand Central Palace is one of the most spacious exposition halls in New York City and is located at a point easily reached by all surface and elevated lines, and is practically within a stone's throw of the Grand Central Depot. The building has every convenience, and on this occasion will be fitted out in a way that will insure all requirements in the way of edibles, etc.

It will be held under the auspices of the New York Retail Cigar and Tobacco Dealers' Association.

The purpose of the association, in holding this exposition, is further to carry out their aim, which, as is generally known, is to protect the rights of all independent retail dealers, as well as the independent manufacturers, and to advance their interests at all times.

It is simply another advance step on the part of the Retail Cigar and Tobacco Dealers' Association to effect a closer relation between manufacturer, retailer and customer. The Association believes that in order to be successful it is obviously necessary for the manufacturer to keep in close touch with the consumer, and that through such an exhibition as hereinbefore stated, this object will be brought nearer to a satisfactory realization.

It is clearly an impossibility for the individual manufaturer or retailer to attract public attention so effectively as can allied capital—millionaire combinations—who use daily half page advertisements in the most expensive newspaper mediums.

The Retail Cigar and Tobacco Dealers' Association, through the proposed exposition, affords an economical opportunity for the aggressive, independent manufacturer to make effective display of his goods and verify their merits.

Past experience has proven in New York City, as well as other large cities, that such expositions, of whatsoever trades, have drawn large crowds. There is every assurance that the Tobacco Industrial Exposition will be no exception. Conservative estimates from competent sources places the probable daily attendance at from 25,000 to 35,000 persons. Even though not so many should visit each day, the vast deal of good to the tobacco trade in its varied branches cannot be over estimated.

If each manufacturer and each retailer will put his "shoulder to the wheel," the Exposition will be a grand, overwhelming triumph for the independent tobacco interests of the United States.

There will be ample space allotted for exhibitors and visitors. There will be 275 spaces set aside for exhibits, leaving ample aisles and "cosy corners" for visitors.

The committee has already prepared every item of comfort for exhibiters and those who attend, and has engaged the services of one of New York's best military bands. Every convenience will be provided, and no pains will be spared to have the large industrial hall clean, well lighted and in perfect order. Every precaution will be to maintain the best order, and make it a place safe for any who may attend.

• • •

Business was very good last week. The retailers did well, some of them reporting a red letter week. The weather was pretty fierce some days, but it did not prevent people from buying. Men are beginning to drop out of town now, though, and it is probable that the retail trade will drop off a little until late in August or September.

The manufacturers say they are still rushed and all the factories are busy. Road sales are good, and city sales, still pretty good. The various resorts have booked large orders, and these mount up very largely in the season's aggregate business. All good brands are ordering well, and the manufacturers expect to remain busy.

• • •

Buying in the leaf market was rather free last week, high prices prevailing, but being accepted. There is very little old stock in the market, but almost any kind of binder can find a market. The new Sumatra is now selling well, and there was more demand during the week for Havana. It is evident that the manufacturers must have the leaf and are making the best bargains they can.

• • •

The Edwin Cigar Co., which now has three stores in Harlem, has taken the place at 130 Nassau street and will shortly open it. This is decidedly a new departure for this company as it hae been regarded as a Harlemite exclusively. Their sudden entrance into one of the busiest sections of the city may precede the establishment of another chain of stores.

• • •

Charles A. Campbell, junior member of the firm of Breslin & Campbell, manufacturers of seed and Havana cigars, died suddenly a week ago at the Waldorf-Astoria. Death was due to heart disease. Mr. Campbell had not been robust for some time, but his trouble was not thought to be serious. The funeral services took place in Boston where Mr. Campbell lived and conducted his business. This will probably now be conducted by a brother of the deceased, Wallace M., who since the death of the senior partner, some years ago, has been important in the affairs of the concern.

With his package of Royal Bengal little cigars, the consumer now gets a picture of a famous Japanese general.

H. G. Taussig, of Taussig & Co., left on Friday for the West.

Don Marcelino Sola, of M. Sola e Hijos, is on his way to New York from Porto Rico, and is expected to reach here about the last of this week.

• • •

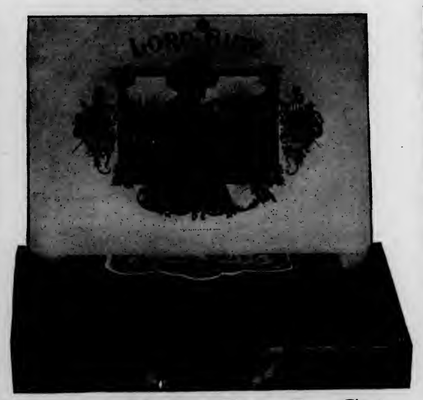
Announcement was made on Thursday of last week at the appraiser's warehouse, that the government will hold a public sale at the seizure room next Friday of miscellaneous goods, including a large quantity of cigars and cigarettes.

The offerings comprise 9 475 cigars; 123,514 cigarettes, 377½ pounds leaf tobacco, 142 gallons liquor, 2 panama hats and one suit of clothes All of the goods may be inspected on the day of sale between the hours of 9 and 11 a. m.

• • •

E. Locker & Co., jobbers of Brooklyn, comprising John A. and Elma Locker, have commenced their suit in the Supreme Court for $100,000 damages against the American Tobacco Co., or its old branch the Metropolitan Tobacco Co. The firm declares that it is fighting for its life, and will present testimony to show that the defendant company practically ruined the plaintiffs' prosperous and long established business, by its hazing methods, applied because the Lockers resisted, in an effort to save their identity. The trade is watching the suit very eagerly, as it is regarded as a test case.

GEO. A. BUDDY,
Littlestown, Pa.
Manufacturer of



Strictly High-Grade Cigars
OUR LINE:
Lord Bute, The Buddy, Union Riders, Sweet Tips,
Cuban Emulator, General Post, Pretty Nell.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

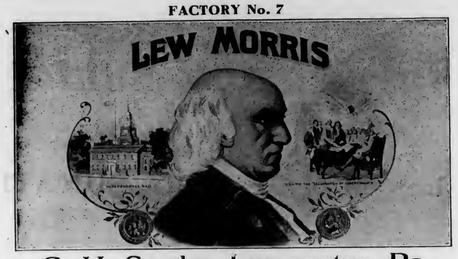
JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 98

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
NES, CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

Established 1840. Cable "Nemph."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK
RICHMOND H. SMITH
ENOS SMITH

American Tobacco Co.
Makers of the Famous
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

FACTORY No. 7



G. H. Sachs. Lancaster, Pa.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

TOBACCOS THAT SELL.

"DARK HORSE"—The fruit flavored scrap chewing.
"SILVER MOON"—The best granulated smoking for either pipe or cigarette. The smoke for the man who knows.
"BLACK THREADS"—The finest heavy long cut smoking manufactured.
"SUN TIME"—A long cut smoking that always gives satisfaction.
"RED SETTER"—The natural leaf scrap smoking.
"SCOUT" and "OLE VIRGINY"—Good grades of granulated smoking.

UNION MADE

UNIVERSAL COUPONS packed in each package for the consumer. Also FIVE UNIVERSAL COUPONS in each carton of "DARK HORSE," "SILVER MOON," and "BLACK THREADS," for the retailer.
Write us for samples and prices.

THE GEM CITY TOBACCO CO., DAYTON, OHIO.

PITTSBURG STOGIES

East Jefferson Little Prince
Pan American
S. SMITH & SON,
MANUFACTURERS
112-14-16 East Jefferson Street,
ALLEGHENY, PA.

PITTSBURG STOGIES PITTSBURG STOGIES

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.

DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

LOTS DOING IN BOSTON.

All Goods are Moving Well Over the Retailers' Counters.

Boston, Mass., June 18.

Business with the retailers for the past week has been fairly good and on my rounds I heard very few complain of lack of trade. The weather has been very warm and the nearby summer resorts have been well patronized.

Yesterday was a holiday, "Bunker Hill Day," and it was, as usual, celebrated in grand fashion in Charlestown. There was a large parade including the "Jackies" from the various United States warships which are in the harbor: Missouri, New York, Illinois, Prairie and West Virginia.

With the jobbers business is all that can be expected at this time of the year. Many of these firms have their salesman canvasing the nearby summer resorts and they are having quite a demand for cheap Pennsylvania cigars.

Last Monday the prices of plug and cut plug tobacco of the A. T. Co. advanced to their old prices. Cigarettes, etc., are being sold at cut prices, but this, too, will soon end.

McGreenery & Manning's salesmen are giving the cigar end of their business special attention. The Anna Held and Buck, two trust made brands of 5 cent cigars are being pushed with vigor, and dummy cigar boxes and show cards are liberally being given gratis. Turkish cigarettes and short smokes of all description are enjoying a good sale during this hot spell.

R. Schwartz, a New York cigar manufacturer was in town this week and succeeded in taking many orders for Tres Sellos, a clear Havana piece of goods. Julius O. Cohen the Merchant Row tobacconist, tells me he purchased 2,500 as a trial order.

McGeenery & Manning have placed a large order for Leroy little cigars with L. Miller & Son's agent, S. A. Frank, who is the latter firm's local representative.

Mr. Van Losberg with the American Tobacco Co. is here doing missionary work and making numerous window displays on Royal Bengals.

Sam Harris, of the Khedivial Co., New York, was here Thursday and Friday calling on the many jobbers, in company with Mr. Swick the firm's new local agent and departed well satisfied at the way Turkish Delights are selling here. Victor Sheppard is expected here on Monday and will in conjunction with Mr. Swick, attempt to paint the town red with Turkish Delights.

The Waldorf-Astoria Segar Co., of New York, which not long ago opened an office here has secured the entire cigar privilege at Paragon Park, Nantasket Beach, which is run similar to Luna Park at Coney Island.

A handsome window display of Golden Eagle little cigars can be seen this week at Beiringer Bro. Co.'s store, 12 Dock Square. Last week Puritan little cigars were featured. Mr. Beiringer enjoys a good sale on all classes of short smokes, and is ever ready to add new brands in this line.

Hassan, the new cork tip 5 cent package of Turkish cigarettes made by the trust, is selling well, in fact the company is rushed with orders. As there is a noticeable falling off in the Tolstoi, it is evident that the Hassan is taking its place with the smokers of that class of goods.

On Wednesday there was a break in the 24 inch pipe in the subway workings on Newspaper Row. The water leaked into the cellar of Daniel Frank & Co., cigar dealer at 232 Washington street, but not in sufficient quantity to cause much damage. D. Frank & Co. are the New England distributors for the Barrister cigar, also for Regensburg's American clear Havana cigar.

H. Traiser & Co. notified the jobbers on Friday of a discontinuance of their deal with every 500 Pippins and 100 Harvards. In one shipment to the retailer there was a rebate of $1 on the Harvards.

Goldsmith, Silver & Co., makers of the celebrated M. C. A. 10 cent cigar, are placing with the trade a new nickel cigar, Black Hen, the price of which is $32 per M.

At Revere Beach a nearby summer resort, can be found plenty of handsome advertising signs of the Harvard and Pippins cigars.

Mr. Rosenfield the New England representative of Geo. Flattauer, New York, is certainly "making good" on the Union League 5 cent cigar. He has it well placed, and it is duplicating in large quantities.

Chas Ellis is also plugging away, continually getting new trade on the Cortez clear Havana cigar, made by the Cortez Cigar Co., of Key West.

I. Dane, of D. Bendetson the wholesale tobacconist, informs me that he soon will enter the field of matrimony. Mr. Dane's best friends were shocked at the sudden news as they considered Mr. Dane a confirmed bachelor.

Frank Ciambelli & Co. have opened a cigar and tobacco store at 8 Prince street, and the indications point to a successful business venture.

Harry Mandel who recently opened his cigar store on Cambridge street, reports a very satisfactory business. El Cafe little Havana cigars are taking well with his new customers.

Morris Wolfson, corner Friend and Traverse streets, is serving all sorts of cool drinks during the summer months. Mr. Wolfson enjoys a good retail cigar trade, but informs me that there will be no cutting in prices on his tonic trade like on his cigar trade.

Seldom has there been an election of officers in trade union circles which has caused the intense interest among all crafts as that of cigarmakers Union 97 which was held last Tuesday. The result of the election was made known at a special meeting held Friday night at Faneuil Hall. Henry Abrahams who has been Secretary for the past fourteen years was re-elected, receiving a vote o 887 against 736 for his opponent Chas. Claus. The result of the election shows that the Socialist vote was split as the Socialists are in the majority in the organization. The officers elected are as follows: President, Chas. J. Lamb; Vice-President, James Blyth; Secretary and Treasurer, Jack Lipp; Recording and Corresponding Secretary, Henry Abrahams.

BEN ALI.

It's Traiser & Co.'s Famous
HARVARD
::In a New Package::

Look the cut over, for it shows a hundred of the HARVARD cigar, manufactured by H. Traiser & Co., of Boston. Both brand and firm are known everywhere in the United States.

The firm was established in 1852, has been selling good cigars ever since, and now runs the largest union factory in the United States.

The HARVARD is one of the best and widest known brands the company puts out.

The cigar had so well earned that reputation that it was thought deserving of a new label. It's a handsome label and you'll see it in a good many places.

Now, a last word. H. Traiser & Co.'s output is so much larger than that of other manufacturers, they are able to secure the pick of raw material. And in selling their goods they so far consider the Retailer that they were the only factory in New England to stop ruinous cutting on their brands.

TOBACCO CROPS INJURED.

Heavy Rains in Clinton County do Great Damage.

[Special to The Tobacco World.]

Lock Haven, Pa., June 21.

During the past twenty four hours we have been experiencing deluges of rain which were accompanied by hail, causing great damage in this section. Fields have been almost stripped of growing crops

It was the most disastrous storm since the memorable flood of 1889; over there inches of rain has fallen, and it is still raining. Reports of immense damage to crops are coming in. Much tobacco has been completely ruined and replanting will be absolutely necessary if any crop at all is desired.

At least one barn and tobacco shed has been struck by lightning and burned. The storm's path seems to have been through the centre of what is known as the Clinton county tobacco belt.

It has already become known that the loss sustained by farmers and tobacco growers has had a depressing effect, and to estimate the probable loss would be the merest guesswork. Neither is it possible to indicate to what extent reparation can be made, at least in part, by replanting, but it is believed that many will do so, although the shortage of desirable additional plants will prove another serious obstacle.

REMOVED FOR WEAVER ROBBERY.

Phila. Police Lieutenant Negligent in Allowing Burglary of Cigar Factory.

With the sanction of the Mayor, Director of Public Safety Potter, of Philadelphia, this afternoon, dismissed from the police force, Lieutenant John J. Lynch and Special Policeman David McBeth. The discharge was due to the finding of a recent Police Court of Inquiry that they had been guilty of neglect of duty in not having prevented a robbery at the cigar factory of Henry Weaver, No. 155 North Sixth street. Other officers and policemen of the district, who were also before the Board on the same charge, were found "not guilty," and continue in service.

Ex Lieutenant Lynch was appointed a patrolman on March 4, 1887, in the Nineteenth district, and was made house sergeant there in 1892. On November 6, 1898, he was demoted and transferred to the Third district, after he had been accused by his wife of association with the notorious Annie Fries. On January 11, 1901, Lynch was sent back to the Nineteenth district, and on March 17, 1902, was made house sergeant. He was appointed acting lieutenant December 29, of last year, and on January 17, 1905, became a full fledged lieutentant.

This doesn't bring the cigars back, though.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

WANTED—Cheap Cigars running from $9 to $14 per M., by a cash buyer. No job lots; regular goods only. Address Box 91, care of The Tobacco World, Philada. 6 21 h

SITUATION WANTED.—Young, experienced man would like to represent cigar or tobacco manufacturing firm in New York State. Address SALESMAN, Box 89, care of The Tobacco World. c

SALESMAN—Wanted, a good reliable cigar salesman, by a Pennsylvania manufacturing establishment making a line of medium grade goods. Address MANUFACTURER, Box 90, care of The Tobacco World. 6-21 c

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"
It's Full of Havana. That's Enough for 5 Cents.
Correspondence Invited. Samples on Application.

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

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PHILADELPHIA, JUNE 21, 1905

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

DON'T LET YOUR LEFT HAND GET WISE TO YOUR RIGHT.

It will be rather a relief when the Government finds out whether the American Tobacco Co., and its various subsidiary concerns is a trust or not. Judging entirely by actions of federal representatives, one minute the corporation is a blood sucking corporation, or at least in a fair way to be proven so, and the next "the American Tobacco Co. is not recognized."

To the ordinary lay mind it would seem that the independent manufacturers who bid for the navy contract, found themselves sadly handicapped, because they did not do business under two or three different names, and so made a strenuous effort to get what they regarded as only fair play, had a just case.

After definite specifications had been laid down to the effect that "if more than one bid be offered by any one party or his partner, all such bids may be rejected" which is interpreted to mean that "a bidder shall not be interested in more than one bid on the same class without violating the statute, which will be deemed sufficient cause for the rejection of all bids in which he is so interested"—after these had been put before the bidders by the Government, it seemed senseless to disregard them.

Why institute them in the first place, if they were to be ignored? In answer to the argument of the independents at their hearing, that the American Tobacco Co. had, through its concerns, Butler & Bosher and the P Lorrillard Co., subjected more than its quota of bids, Assistant Secretary Darling said that the department did not recognize the American Tobacco Co., nor know of it in the question, that it was simply dealing with the individual firms.

This may be all right, but what seems so odd, is the contrast between this cheerful official ignorance on one hand, of a fact that every consumer knows, and the definite announcement which has emanated from the Department of Justice during its investigation of the American Tobacco Co. that such and such smaller concerns were the property of the large one. This, in addition to the fact that one of the American Tobacco Co.'s principal attorneys was present at the hearing, to represent the Butler & Bosher Company.

It is a Biblical injunction not to grant your left hand any information concerning the doings of your right, and it is evident that the Government finds it a good policy. It makes a queer perspective though, to witness a Government pounding the mischief out of a concern with one hand, while it breaks its own rules to give it contracts with the other.

IT SEEMS they are forming cigarette clubs out in Indiana now, in order to get more cigarettes into the State at a time. Not the sort of club a man goes to for dinner with a friend, but a subscription club. A chips in so much, B chips in so much, C chips in so much, and so on through the club and as many cigarettes as the aggregate resultant amount will buy, are ordered by mail.

If there can be said to be any meaning at all in the anti-cigarette law, this scheme is an infraction of it, as even under Judge Leather's decision, the goods can be shipped to but one person, who cannot transfer them.

No one in particular cares, however, as it is but one more turn in the inimitable legal gymnastics that have been amusing the country.

THE JAPS, as usual, come out ahead on the "sale of smoking to minors" problem, with a scheme that really works.

According to Viscount Hayashi, of Japan, who informed the Scottish Anti-Tobacco Society of the fact, the "smoking instruments" of any youth under 20 years are confiscated by the authorities, as well as his tobacco if he happens to have any. Parents and guardians who knowingly permit the offense are liable to a fine of 50 cents for each time, and dealers who furnish a minor with the wherewithal are subject to a fine of $5. This law was passed in 1900.

FINED $25 FOR SELLING CIGARETTE PAPERS.

L. E. Stultz, of Terre Haute, Ind., was arrested on a charge of selling cigarette paper and fined $25. The evidence showed that he carried the paper in a satchel and had regular customers in the red light district, whom he supplied with the goods as needed.

Philadelphia Tobacco Trade.

Here and There With the Retailers.

Although the past week brought Philadelphia the first sweltering weather of the summer, business kept good among the retailers. It apparently wasn't too hot to smoke and several of the larger retailers reported a lively trade. The box trade was not particularly good and few cigars were sold this way except to persons who were going away. As usual in the summer, the stores and stands near the popular exits of the city, such as Broad street station, Market street ferries, etc., are doing a lot of increased business.

The Retail Cigar & Tobacco Dealers' Association is having its picnic today at Maple Grove. The monthly meeting of the association was held last Monday night instead of Thursday on account of this affair, and the final details were arranged. The picnic committee announced that everything promised success, and bespoke a good attendance.

The association adopted resolutions of deep regret at the sudden death of the mother of R. W. Boch.

Geo. O'Keefe, South Fourth street dealer, says the Golden Eagle brand of little cigars is still selling well. This store manages to keep pretty regularly busy.

Yahn & McDonnell report business as good these hot days, although there aren't so many people in that section of the city during the evenings.

The sudden death on Monday of his mother, Mrs. Annetta Boch, came as a great shock to R. W. Boch, of Boch & Co., Broad street dealers. Mrs. Boch was 76 years old, and had been in comparatively good health. She was taken ill very suddenly. The funeral services will take place today from Mr. Boch's residence 2242 South Seventeenth street.

The new establishment of Finley Acker Co., at Twelfth and Chestnut streets is nearly completed and is expected to be opened in a short time. There have already been several dates set but the work has been delayed. The store will be one of the handsomest in Philadelphia, and will include a complete cigar department which will be in charge of J. G. Atherholt, who was formerly with the Lowengrund stores and later local agent of the R. A. Patterson Tobacco Co.

The United Cigar Stores Company's stores invariably do a largely increased business on the days when extra certificates are given, showing that there is a large class of consumers who watch for these and take advantage of them. The new store at Second and Market streets does a big business on Saturdays.

The store of I. Davidyan, at Ninth and Arch streets, has a nice window displays including a number of the store's leaders.

Coates Coleman, on Fifteenth street, is near enough to the Broad street station to benefit from the summer crowds.

Jacob Weiner's Sons, of Sixth and Chestnut streets, are making a handsome display of Henry Heymann's Sons well known Camela cigar.

With Manufacturers and Jobbers.

The manufacturers are making lots of goods, whether they are selling them or not, and most of them say they are selling them. Business is certainly up to the mark although there will doubtless be something of a lull in a few weeks. The majority of road men are reporting well, particularly in the West. Business right in the city is a little better than it was.

The jobbers say they are not making any money these days on account of close margins. Another of the American Tobacco Co.'s circulars, dated June 17, was received this week, which so far as could be noticed, brought no delight to the heart of the jobber. The circular followed an introductory one to the retailers.

The circular was headed—"Union Leader Cut Plug Free," and announced to the jobber, that in Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware, Maryland, Virginia, West Virginia and the District of Columbia, the jobber was authorized to give to retail dealers one 5 cent foil package of Union Leader cut plug free with each 2 pounds of any of the company's listed brands of plug chewing fine cut, twist, Old Virginia cheroots and all brands of smoking tobacco, also Town Talk plug. 100 cheroots count as 2 pounds.

Should the jobber not have enough Union Leader in stock to commence this deal, he is requested to place an order immediately for the same, which will be

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

A. D. KILLHEFFER

Maker of

High Grade CIGARS

All Fine Workmanship.

Goods Sold Direct to Jobbers and Dealers. Communicate with the Factory. We Can Save You Money.

No Salesmen Employed.

MILLERSVILLE, PA.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

CHARLES BOLLSTATTER,

Manufacturer of

∴Fine Cigars∴

1433 Ridge Ave., (Both 'Phones) PHILADELPHIA

Correspondence solicited with large handlers. Write for Samples.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.

OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

HENRY H. SHEIP MFG. CO.

Cigar Boxes

Cigar Box Lumber

Largest stock of

Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET

PHILADELPHIA.

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Our New Directory of the Trade

WE HAVE BEEN WORKING all kinds of overtime on our new "Tobacco Trade Directory and Ready Reference." The end is in sight, and we can promise the most complete, correct and standard work of the sort ever published. We have beaten our last Directory a hundred per cent, and we have gotten together a book that will find its way to the elbow of every wide-awake member of the trade.

In a week or two we'll give you a definite date of publication.

TOBACCO WORLD PUBLISHING CO.
PHILADELPHIA, PA.

This One Will Be a Record Breaker

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco put up in packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut loaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

billed in the regular way and at the regular price.

The jobber is instructed to fill in a report at the end of each month, on blanks, furnished by the company, comprising all goods put out under the offer and the company will ship the proper amount of Union Leader to reimburse. The circular further says:

"No jobber will be permitted to buy from retailers the Union Leader given to said retailer, exchange other goods for it, or in any way divert it from reaching and being sold to consumers."

The tobacco must not be given to other jobbers or to any direct customer of the company, and the company states that:

"This offer will be withdrawn from any jobber who violates or evades its provisions, or who does not act in good faith with us in carrying out all its provisions in letter and spirit."

The jobbers feel that "withdrawing the offer" means nothing less than withdrawing all goods, and while they are by no means stuck on making out these lengthy reports each month, just because they are told to do so, it is not likely that any particular jobber is going to volunteer as a personally conducted sacrifice.

The offer is largely regarded as an attempt to pump interest into the Union Leader, which has not sold well for some time. These schemes are not always successful, however, and some jobbers do not think this one will be.

J. Harvey McHenry, of Arthur Hagen & Co., who has been South on a business trip for the concern, has returned and is in his usual good spirits. He is a busy man at the retailers' picnic today, handling the enterprises conducted by the various firms represented by Arthur Hagen & Co. For instance there will be a Red Devil orchestra and a Red D. ball team which will play a team made up from the retailers. The Berry Suhling Tobacco Co. has a display of the leaf tobacco from which its Staff of Life plug is made. With the display is a jar full of tags. Every retailer is entitled to a guess on the number of tags in the jars, and several prizes are offered for the best answer. The Butler Butler Co. is giving away cigarettes and a number of other manufacturers are advertising in various ways. Up to last night, several thousand cigars had been presented to the association by Philadelphia manufacturers and these are being sold at the grounds today to help swell the exposition fund.

The Henry H. Sheip Manufacturing Co., manufacturers of cigar boxes, ribbons, labels, etc., is greatly pleased with the new lumber drying house which is 133 x 70 feet, and has 14 departments. The building is fire proof throughout and one-half will be used for storing the lumber after it is taken from the kiln.

Bayuk Bros. are still tremendously rushed on their BB blunts and find it hard work to keep up to orders. The firm seemed to hit it just right on this smoke.

Goldsmith & Arndt, Eastern distributors for the El Provedo Co., have taken on Bondy & Lederer's Tom Keene cigar, which is widely known as a first class nickel smoke. The firm intends to do hard work on this brand, and it is easy to foretell results.

The Stewart Newburger Co., (Ltd.), is having a big run on its John Hay, Jr., and Mr. Newburger reports everything as in the best of shape.

E. Oppenheimer, of the Vicente Portuondo Co., is back from New York, and will start immediately for the West. Mr. Kors, of this firm, is also just from New York State where he had about the best trip ever.

Vetterlein Bros.' factories are running full force, and goods are moving fairly well in all directions. A. B. Carpenter, the Southern representative of this firm is receiving the sympathy of the trade on account of the death of his wife.

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market,
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.
of **Baltimore, Md.**

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

IRREGULAR PAGINATION

THE TASTE TELLS
QUATILITY
5¢ CIGAR
Yes! it is Different
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA. THE UNITED NEWS CO. PHILA. Genl. Distrib's.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

NATIONAL CIGAR CO.
.... OFFICE ....
Heed Building, 1215 Filbert St., Philada.
DISTRIBUTORS FOR
GEO. L. STORM & CO., New York
EL NACIONAL CIGAR CO., Tampa, Clear Havana Cigars
MAKERS OF
CLAYTON'S CHAMPION
Bell Telephone: 44-67A Filbert. GEO. E. CLAYTON, Manager.

Leaf Dealers' Jottings.

There was a little business in the leaf market during the week, but not enough to make anybody rich. There was a demand for Pennsylvania broadleaf if anybody had any to sell, but little demand for Havana. So far, in this grade of goods, June has run behind May. A little of the new Sumatra is being sold at good prices, as the manufacturers have to have it and are consequently forced to pay the price. On the whole, business has been much worse than it was during the week although it was not "what it used to be."

Carl Haeussermann, who is in town again after a selling trip through the State, said on Monday he was hunting for a cool place. He had no fault at all to find with his trip and said all the manufacturers were in good humor.

Jacob Labe, of B. Labe & Son, came back last week from a Western trip and said things were very fair. This firm reports good average business.

Frank Dominguez, of E. A. Calves & Co., will not go to Havana until about August, unless he decides to go there via Europe.

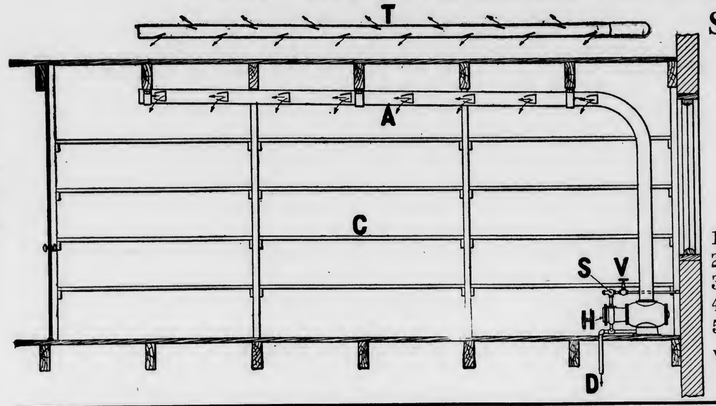
There was a report on the street during the week that a Third street leaf firm had failed, but it was apparently impossible to trace the rumor to any definite source.

—The Ogden corn cob pipe factory at Columbus, Ind., one of the five factories for the manufacture of this article in the country, has been purchased by Louis and George Mellinger, of Muncie, Ind., who will probably remove it. The new firm has arranged to have a Chicago house take their output.

W. C. Jackson,
Manufacturer of
Fine Cigars
Factories No. 34 and No. 1596,
East Prospect,
Penna.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880.

SCHUTTE & KOERTING COMPANY,
Twelfth and Thompson Sts., Philadelphia, Pa.



SCHUTTE--KOERTING MOIST VENTILATOR,
used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time without deterioration.

PRINCIPAL FEATURES:
1. Low in Cost.
2. Operated by City Water Pressure.
3. Requires No Attention.
4. No Drip Occurs; Humidity Uniform.
5. No Wear and Tear.

We estimate on Complete Humidifying Plants.
Correspondence Solicited.

GROCERS DON'T LIKE TAGS.

Want to Secure Legislation to Do Away with Tobacco Premiums.

Theodore Melchers, President of the South Carolina Wholesale Grocers' Association, has sent out the following circular letter to dealers in general in the State:

"This association has been approached by certain retailers here and at interior points to solicit your aid in the abolishment of the tobacco tag nuisance.

"You are fully aware of all the bad features connected with the use of these tags as a cash or premium value, the frequency of having to sell a tag or two worth of merchandise, and such petty annoyances, inconveniences which you many times suffer to redeem them, none of which you are compensated for, as manufacturers invariably add the cash or premium value to price of tobacco.

"Why, then, should we have a method continued that pays no extra profit, but gives instead trouble and annoyance? We want your aid in having this movement brought to the attention of Congress through our Senators and Congressmen, and have Congress make it illegal to put avalue of either cash or premium on tags or bags.

"The State Legislature of Ohio has already passed such an act and our own legislature should give us the same relief and protection.

"If Congress will hear our prayer, this great country will be relieved of a burdensome tax, not only in a monetary way, but also a tax on time. The nuisance of this tag and premium tax is growing in greater proportions every day and should be vetoed.

"If you are in favor of this movement, and we feel that you are, kindly affix your signature to the four copies herewith enclosed, forwarding one each to our two State Senators, one to the Congressman from your district and the other to this association.

"When the Southern Wholesale Grocers' Association meets in Norfolk on the 20th we will take the matter up with them and through their influence secure similar action, from all the wholesale associations in the South.

"It is most probable that the Eastern, Middle and Western States will join us in this fight, which certainly is for the good of the country.

"Please do not delay therefore in giving this your prompt attention, as it is most important that we should receive your reply previous to the meeting of the association. THEO. MELCHERS,
Charleston, S. C. President."

This looks like business, and reports from grocers in that section of country indicate that the movement is a well concerted one. Indeed the grocers are doing harder work on it than the tobacco trade itself.

There has been much grumbling for a long time, as the system is growing to such an extent that many consumers would rather use the tags than real money in making purchases, and the work of calculating and taking care of these accounts involves a tremendous amount of labor for which there is absolutely no return.

The consumers themselves are by no means pleased at this attempt on the part of the grocers to get back to straight business principles, as they have become firmly rooted to the tag habit, so that some of them say they will feel as if they had no mission in life should the incentive for saving them be removed. The thing has long been voted an unmitigated nuisance by the dealers, however, and there is little doubt that the circular letter will receive large returns.

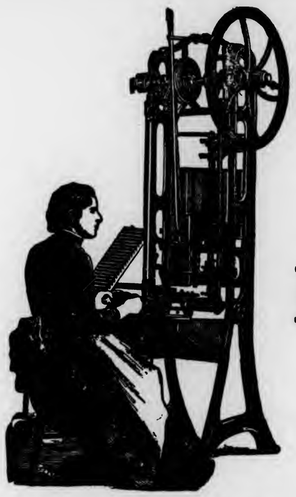
PIPES

For Wholesale Dealers Only
the CHEAPEST ESTABLISHMENT for
WOOD and CLAY PIPES
Clay Pipes Our Specialty
Write for Catalogue and Prices
I. SCHILZ-MÜLLENBACH
Manufacturer and Exporter
HÖHR, (near Coblenz) GERMANY

DOREAS
FINE HAVANA FILLER
4¼ inch CIGARS PERFECTO or STRAIGHT
A Great Five-Cent Cigar
H. S. HARTMAN, Manufacturer, Lancaster, Pa.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

L. S. STAUFFER,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.



The PROGRESS
SHORT FILLER
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

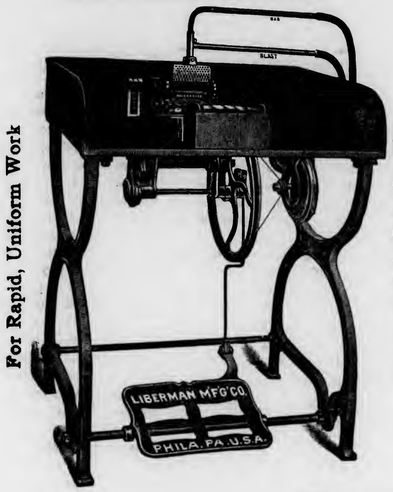
Manufactured by

N. H. BORGFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE



For Rapid, Uniform Work

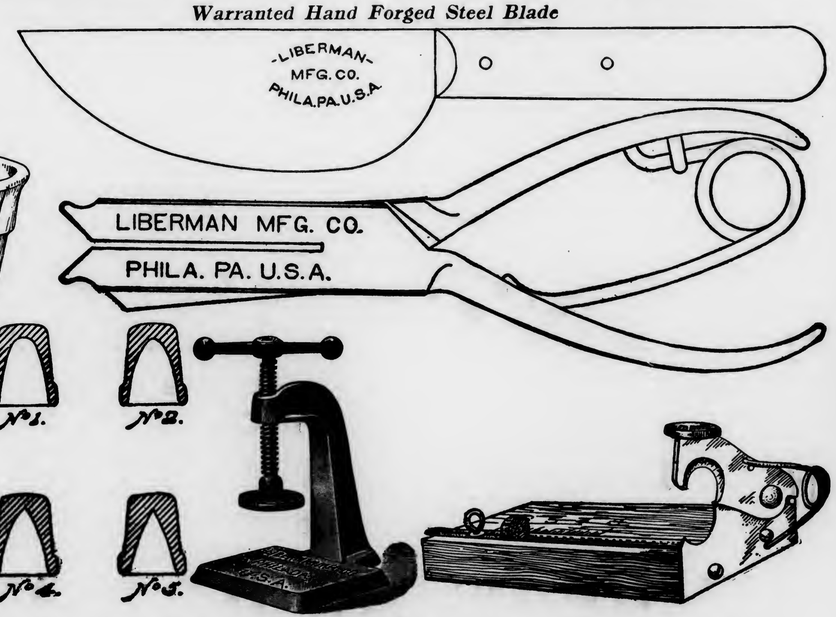
Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade



Manufactured by

Liberman Manufacturing Company
240--42 North Third Street, Philadelphia.
New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.

Manufacturer of
High-Grade
Seed and Havana
CIGARS

Correspondence Invited from Responsible Houses.

RESERVED FOR
IONA TOBACCO CO.
Lancaster, Pa.

DETROIT FORMER JOBBER DIES.

John Buehler, Once Quite Prominent, Succumbs to Long Illness.

Detroit, Mich., June 19.

John Buehler, former prominent wholesale tobacconist of this city, but for several years retired, died at his residence, 364 Brush street, on Saturday, following a long illness from a complication of maladies.

Mr. Buehler was born in Wittenberg, Germany, in 1846, and came to Cincinnati at the age of 15, enlisting shortly afterward in the Fifth Ohio cavalry, in which he served three years until the close of the war. Subsequently he went to work for John R. Becker, in Cincinnati, remaining there many years and rising to high place in the company. In 1880 he moved to Detroit, where he founded the John Buehler Company, tobacconists, and continued active in the commercial life of the city until a few years ago, when he retired to private life.

He was a member of Detroit Post, G. A. R., and of the Loyal Legion. A widow and two children, Oscar and Miss Bertie Buehler, survive him.

ABOUT INDIANA'S TOBACCO.

Acreage is Continually Increasing and State Will Soon be a Factor.

Richmond, Va., June 18.

Although Indiana is not known as a tobacco raising State, comparative figures for 1904 and 1905, compiled from township assessors' reports by Jos. H. Stubbs, chief of the bureau of statistics, show that the acreage used in tobacco culture increased about 70 per cent in 1905 over the acreage in 1904. The figures indicate that about 13,500 acres of Indiana land is devoted to the raising of tobacco this year. There were 8,361 acres of tobacco in Indiana last year.

Six Indiana counties raise the bulk of the tobacco, and in each of them the acreage this year shows a large increase. Jefferson county increases in tobacco acreage from 726 to 2,308: Switzerland from 2,106 to 2,232; Spencer from 1,388 to 2,201; Vigo from 563 to 2,181; Warrick from 1,032 to 1,770, and Ohio from 399 to 635. Nevin township, Vigo county, had the largest acreage of any, the number being 2,165. Even Marion county had 113 acres in tobacco, as compared with 31 acres the year before.

LA FLOR
De
SANTA CLARA
Highest Grade
Five-Cent Cigar
DIPLOMATICO and PERFECTO SHAPES
Manufactured by
The Johns-Brash Cigar Co.
Main Office, LANCASTER, PA.
EDW. M. BRASH,
Sec'y & Treas.

KEYSTONE CHEMICAL CO.
MANUFACTURERS OF
Cigar and Tobacco Flavor, Sweetener, Etc.
HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.

C. G. SINGLEY,
Manheim, Pa.

H. S. WALLICK,
York, Pa.

The Gilt Edge
Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market Street, Lancaster, Pa.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

HENRY GOTTSELIG & BRO.
Danville, Pa.

Manufacturers of
High Grade
Union Made
Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

ABOUT SO-SO AT LANCASTER.

Some Inquiry and Fair Business. Good Weather For New Crop.

Lancaster, Pa., June 19.

There has again been some little movement in the local leaf market during the past week. Considerable inquiry was rife concerning Pennsylvania and Ohio tobacco and several local packers report a fairly active business.

The weather for some days has been most favorable to the new crop. The cigar industry seems in a more prosperous condition than for some weeks past. Cigarmakers are more anxiously wanted by manufacturers, many of whom are making strenuous endeavors to increase their working forces.

Visiting traveling salesmen report uniformly quiet but fairly satisfactory business in all sections.

In the vicinity of Wrightsville, York Co., tobacco growers have an unusual amount of difficulty with cut worms.

Trade-Mark Register.

BANHAM'S 7c SPECIAL 14,832
For cigars Registered June 9, 1905, at 9 a m, by S T Banham & Bro, Philadelphia, Pa

DONNELLY'S NORMAL BLEND 14,833
For cigars Registered June 9, 1905, at 11 a m by Frank P Donnelly, Wilkes-Barre, Pa

AND MY NAME IS SI 14,834
For cigars Registered June 9, 1905, at 3 p m by John A Schmidt, Cincinnati, O

THE PLAZA HOTEL CIGAR 14,835
For cigars, cigarettes, cheroots, chewing and smoking tobacco Registered June 12, 1905, at 9 a m, by Chas L Feinberg, Brooklyn, N Y

TOGO 14,836
For cut plug Registered June 15, 1905, at 12 a m, by Raleigh Tobacco Co, Philadelphia, Pa

TERRY DUFFY 14,838
For cigars Registered June 16, 1905, at 9 a m, by Wm W Reigel, Reading, Pa

PETE MALLOY 14,839
For cigars Registered June 16, 1905, at 9 a m by Wm W Reigel, Reading, Pa

WINNEBAGO 14,840
For cigars Registered June 20, 1905, at 9 a m, by A P Snader, Ephrata, Pa

STAR OF WISCONSIN 14,841
For cigars Registered June 20, 1905, at 9 a m, by A B Snader, Ephrata, Pa

REJECTIONS.

William Tell, Havando, Juno, Pride of Wisconsin, Frenzied Finance, Lexington, Mohican, Mandate, Royal Mandate, Old Morocco
Big Stick

CIGARETTE CLUBS NOW.

Indiana Smokers Find a Convenient Way to Beat the Law.

Indianapolis, June 18.

Cigarette clubs the object of which is to provide them in bulk outside of the State have been formed here and in other cities of the State, and thousands of packages are now coming into Indiana through the mails and by express.

In nearly all the outside counties the decision by Judge Leathers, holding that cigarettes so bought may be smoked legally, has been generally accepted. Local dealers who refuse to handle cigarettes are taking the orders for the clubs.

GOOD MARKET IN KOREA.

A taste which has been enormously developed in Korea lately is one for cigarettes, and in view of this fact the American Tobacco Co. has had some of its brands protected by imperial edict.

Native tobacco is used by the countrymen in their long pipes, but in the cities and even among the laboring classes, when they can afford it, the use of the cigarette has become almost universal.

Cigarettes were heretofore imported almost exclusively from Japan, made partially at least of American tobacco. In 1902 a cigarette factory, on rather a large scale for Korea, was opened by a British concern at Chemulpo, but for some reason did not prove a success.

There is at present, however, a small factory at Chemulpo making cigarettes from a mixture of American and native tobaccos, which is reported to be doing a good business. Recently the American and British company established an agency in Korea and will bid for a share of this growing trade. The figures show an increase in value of imports of over 85 percent for the past two years.

Recent Incorporations, Etc.

—The High Glenn Orchard Co., of Nocogdoches, to sell tobacco, has been incorporated, with a capital of $20,000, by H. C. Bailey, B. Livingston, Fred. W. Mally, all of Nocodoches; Sam A. Dixon, of Houston, and W. Y. Garrison, of Garrison.

—The Jamaica Tobacco Co, 104 First street, Jersey City, has been incorporated to cure leaf tobacco, with a capital of $50,000, by C. F. Haights, D. W. Connell and F. D. Fallon.

—The Fuller Tobacco Co., 259 Washington street, Jersey City, has been incorporated to manufacture and deal in tobacco, with a capital of $50,000. The incorporators are H. C. Thompson, Sydney Schoor and E. P. Carlton.

—The Norfolk Tobacco Co, of Norfolk, Va., has been incorporated with a capital of $10,000 to manufacture by machinery or otherwise, plug twist and smoking tobacco, cigarettes, cigars and snuff. The incorporators are A. E. Krise, E. L. Mahoney and R. E. Fagan.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901
First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO.
PACKERS of Penna. Broad Leaf
201 & 203 N. Duke St.

DEALERS In All Grades of Domestic Cigar Leaf Tobacco
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in Leaf Tobacco
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

BRANDS:
"MANO" 10c. Cigar
"Modjeska"
and "La Mano"
5-cent Cigars

H. C. LONG & CO.
Manufacturers of **Cigars,** LEBANON, Pa.

OFFICE:
118 Mifflin Street
FACTORY:
Cor. Maple and Plum Aves.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

W. H. RAAB & SONS,
LA CUBANA CIGAR FACTORY
No. 463
MANUFACTURERS OF
High Grade Cigars.
CAPACITY
75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio.

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

HENRY HEYMANN'S SONS' SUPERIOR 10-CENT BRAND.

ONE of the progressive young manutacturing firms of Philadelphia is that of Henry Heymann's Sons, which is located at 614 Betz Building. This firm, as its style implies, is composed principally of the two sons of the late Mr. Heymann, Joseph C. and Roy, who are ambitious and energetic to a degree.

The accompanying picture is a reproduction of the label of the firm's successful brand of 10-cent cigar, "Henry Heymann." The portrait is one of Mr. Heymann, the father, who, during his business life, was extremely well known in the trade. This firm also gets out a winner in a five-cent cigar named "Camela," which is daily gaining new friends and placing the firm name favorably before the consumer.

MATCH FIGHT IN ENGLAND.

One Concern Fighting for a Corner, While Tobacconists Benefit.

The Tobacco Weekly Journal, of London, England, in its last issue, says "There is every prospect of a very pretty fight in the match trade during the next few weeks, by which the tobacco retailer is sure to profit. The attempt made by Bryant & May to acquire something like a monopoly has been met by the London Wax Vesta Company, who, we understand, have got the contract with Messrs. Salmon & Gluckstein, till recently held by Messrs. Bryant & May.

"This means, we presume, that outsiders will now have their chance. So long as the Salmon & Gluckstein shops were supplied with Bryant & May's matches at a price which enabled them to sell to the consumer over the counter at ½d a box, or 6s a gross, the tobacconists who were asked 6s 9d a gross for the same goods were, of course, out of it.

"But now we hear the new wood core vestas are expected to change the situation and the market will be flooded with cheap matches, and the outside retailer will be in as good a position, if not better, than the Salmon & Gluckstein shops have been with the Bryant & May goods. The wholesalers, too, are entering the fight with zest, and we shall see sparks flying. At all events, Salmon & Gluckstein no longer have a monopoly of the ½d box of vestas.

OLD CIGAR MANUFACTURER DEAD.

John Auer, of Middletown, Well Known Throughout United States.

Middletown, O., June 15.

John Auer, aged 71, a retired tobacco manufacturer, died of heart trouble yesterday at his home here on Clark street. He was well known in tobacco circles throughout the United States. He was a prominent Democrat and Elk.

He was born in Bavaria in 1834, came to this country in 1844 and was engaged in the manufacture of tobacco in Cincinnati from 1864 to 1869, removing to this place, where he formed a partnership with the late Paul J. Sorg and built a large factory. A widow, daughter in-law and two grandchildren survive him.

AMERICAN TOBACCO CO. BOUGHT LARGELY IN RICHMOND.

Richmond, Va., June 17.

The American Tobacco Co. bought a large number of packages on the exchange here yesterday. Prices were about the same, but a better feeling was maintained, and the market seemed a little firmer.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Cable Address, "CLARK."
Clarksville, Tenn.

M. D. BOALES,
LEAF TOBACCO BROKER,
Cable Address, "Boales," U. S. A.
The Arnold's No. 5 Tobacco Tester.
Hopkinsville, Ky.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
The Smokers' Favorite Brands. RED LION, PA.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

CHASKEL'S
HAVANA
Cigar and Tobacco Flavors
SPANISH BETUNE,
MATADOR and LA VUELTA
Our Flavors Surpass All Others in STRENGTH and NATURAL AROMA. Write for particulars.
Chaskel Chemical Works
265 West Broadway
NEW YORK

IMPROVEMENT OF TOBACCO BY BREEDING AND SELECTION.

Archibald D. Shamel, Scientific Assistant, Plant-Breding Laboratory, Bureau of Plant Industry, has written a lengthy article for the Department of Agriculture which contains a mine of information, important and interesting not only to growers, but to manufacturers and leaf dealers. In order to give our readers the benefit of this, we have decided to print it in serial form, the first installment following:

The production of different types of tobacco adapted to the many demands of the manufacturers is one of the most important problems confronting the growers of this crop. The market grades are clearly defined and classified according to the character and quality of the manufactured product. The value of the crop depends upon the ability of the grower to produce a type conforming most nearly to the market standard for each particular grade. Of particular importance is the production of a superior grade of cigar leaf tobacco. We are dependent today upon tobacco from foreign countries for most of the wrappers and fillers used in the manufacture of the better class of cigars. It has been demonstrated that there are certain well defined areas in this country where the soil and climatic conditions are favorable to the production of types of tobacco suitable for the manufacture of the best grade of cigars. These areas will produce more profitable crops than are at present grown of this sort of tobacco, when uniform types have been developed and established by careful breeding and selection. The value of this addition to the tobacco industry lies in the fact that the money now expended for the imported article will be distributed among the American growers.

The inferiority of a large proportionof the tobacco produced in the long established tobacco regions from native varieties may be attributed in part to deterioration of yield and quality due to lack of systematic and careful seed selection. It is a well known fact that the proportion of the poor grade tobacco in some of these districts is increasing, resulting in a corresponding loss to the growers.

Pennsylvania and Ohio fillers sell for 10 cents to 25 cents per pound, while imported Cuban fillers bring from 50 cents to $1 25 per pound. We can certainly produce a filler that will take the place of the ordinary to medium Cuban. An increase in yield in the native varieties due to improved methods of cultivation and fertilization involves greatly increased cost of production. Some other means of increasing the value of the crop is necessary and new types more nearly approaching the Cuban standard should be developed in order to supply the demand of the trade for a better grade of filler tobacco. The development of such types depends upon seed selection as well as upon improved methods of cultivation and fermentation. Wrapper tobacco grown in Massachusetts and Connecticut brings from 40 cents to 80 cents per pound, while the imported Cuban and Sumatra varieties bring from $1.50 to $3 per pound, to which must be a duty of $1.85 per pound for Sumatra, and $1.48 per pound for Cuban tobacco. To produce a wrapper leaf in the Connecticut Valley which will compare with the Cuban and Sumatra standards, new types must be developed which will more nearly approach the standard of the imported varieties and possess their desirable qualities. This can doubtless be done by careful breeding and selection. In the varieties grown for plug wrappers and fillers, the export trade and the manufacture of pipe tobacco, the development of new types is less important. In these types, however, there is need of a general improvement of the crop, more especially in yield and quality.

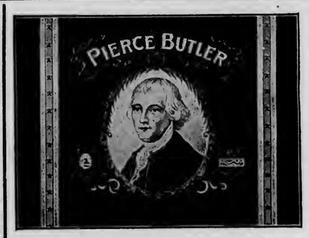
The many varieties of tobacco now in existence are supposed to have had a common origin, and the different types are the result of seed selection or hybridization, either accidental or intentional. The value of selection in tobacco is shown by the origin of some of the most important varieties now under cultivation. These varieties for the most part have been developed by the selection of seed from sports or striking variations, which have accidentally appeared in the established varieties. The differences which now exist among these varieties, and their marked and continuous variability, is sufficient evidence of the possibility of the production of new and improved types superior to those now under cultivation. The purpose of the selection of a variety depends on the use of the crop by the manufacturer; as, for instance, the qualities of aroma and flavor are important in filler varieties, but not so important in wrapper types. The general methods of seed selection, however, apply to all types and varieties.

Tobacco is more highly specialized and grows under a more intensive system of cultivation than any other general farm crop. It is a well known fact that the tobacco plant is exceedingly sensitive and responds readily to soil and climatic conditions. Varieties grown in the Connecticut Valley are recognized as cigar wrapper type, while varieties produced in Pennsylvania and Ohio are used for the most part as cigar fillers. Owing to the great influence of soil and climatic conditions and methods of culture on the yield and quality of the crop in areas adaped to tobacco growing, highly improved machinery and methods of cultivation have been developed by the growers in order to increase the profits from the crop. Instances of this tendency to adopt the most advanced methods of culture are shown by such practice as the application of $100 worth of commercial fertilizer per acre, coving the fields with slat or cheese-cloth shade, and the installation of extensive systems of irrigation, in some cigar wrapper districts. This attention to certain phases of tobacco production has resulted in the partial neglect of the equally important factor of seed selection. Methods of selection have not kept pace with the improvements along other lines, and today are essentially the same as those used by the pioneer tobacco growers.

The suggestions which are made here for the improvement of tobacco by breeding and selection are based on the result of a careful study of cigar wrapper varie-

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
Successor to J. Neff
MANUFACTURER OF
High Grade Cigars
ROBESONIA, PA.



W. H. Snyder & Co.
Windsor, Pa.
Manufacturers of
Popular Brands of
Fine and Medium Priced
CIGARS
Correspondence Invited with the Wholesale & Jobbing Trade only

A. F. HOSTETTER,
Manufacturer of
HIGH-GRADE
Domestic CIGARS
Hanover, Pa.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

W. R. DAUGHERTY & BRO.
Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS
Correspondence with Wholesale and Jobbing Trade Invited.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

ties conducted by the writer. The experiments of the Bureau of Soil and the experience of planters in Connecticut in the growing of Sumatra wrapper tobacco demonstrated conclusively that the industry would not prove successful in that section unless new and improved types of the Connecticut Sumatra could be developed which would give a much larger proportion of leaves of the uniform size, shape, and quality than the original imported seed. Experiments were accordingly undertaken by the writer in the production of such uniform types, and the results already obtained, show conclusively that new types of the kind desired can be produced, and the application of the methods of seed selection and breeding developed in the course of these experiments is recommended to the growers of all classes of tobacco as a means of increasing the yield and value of their crop.

(Continued next week)

WEATHER-CROP BULLETIN.

Department of Agriculture's Weekly Report on Tobacco Plants.

Washington, D. C., June 16.

The latest reports of States from the weather crop bulletin of the Department of Agriculture on the condition of tobacco plants throughout the country show that in Maryland, Virginia and Kentucky the transplanting of tobacco is nearly finished, but in New England, New York, Ohio and Wisconsin this work has been retarded. The States follow:

New England — Tobacco backward, but setting progressing well, and outlook good.

New York—Tobacco being set but too cool to do well.

Pennsylvania—Tobacco planting well advanced and condition fair.

Maryland—Tobacco transplanting finished, good stands, quality good and average quantity.

Virginia—Tobacco retarded somewhat by cool weather and injured locally by cut and wire worms, transplanting unfinished.

North Carolina—Tobacco improving slowly.

South Carolina—Tobacco poor.

Tennessee—Tobacco growing well.

Kentucky — Tobacco mostly transplanted except where moisture is deficient, some cultivated.

Indiana—Tobacco doing well.

Ohio—Transplanting of tobacco unfinished, weather unfavorable.

Wisconsin—Tobacco setting progressing slowly.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

The transplanting is well along now. Probably three fourths of the land is set. Some have their crops nearly hoed the first time, and some have finished their first hoeing. The crop looks very well, considering what it has been through—four frosts since setting began.

Our correspondents write:

Wethersfield, Ct.: "The welcome rain of the sixth enabled those who had plants large enough, to set them, and for the others it will give the plants in the beds a good start. The rain was very much needed."

Hatfield, Mass.: "The tobacco crop is mostly transplanted and hoeing is now in order. In a few cases worms have been working somewhat. The crop has had a good start, and with warm weather should make rapid growth."

Conway, Mass.: "Tobacco is not yet

A. HUSSEY LEAF TOBACCO CO.

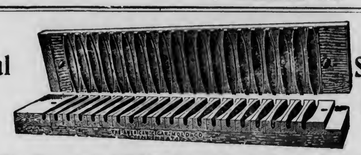
THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

E. A. CÁLVES & CO. IMPORTERS OF **HAVANA** 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Vertical Top  Solid and Durable
We Furnish BEST GRADE CIGAR MOLD.
Our Prices are the Lowest.
Sample Sections Free.
THE AMERICAN CIGAR MOLD CO.,
1935--1937 Western Avenue, Cincinnati, Ohio

W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs — Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty — Metal Printed Labels

Wm. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

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All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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For Jobbing Trade only

Ephrata, Pa

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M. H. Clark & Bro.

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The weather remains hot and dry, but rains may fall at any time. It is estimated that 10 per cent of the area laid out is yet to be planted, and 10 per cent to be replanted. Plant beds, or what is left of them, suffer under the dry weather.

We quote:

Low Lugs	$3.50	to $4.00
Common Lugs	4.25	to 4.50
Medium Lugs	4.50	to 5.00
Good Lugs	5.00	to 5.50
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K. Midland, 5a at 8c
John Melass, 30cs at 7½c

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Shipments 200cs.—Reporter.

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Dwight—John Gels, cigars, etc; sold out

Indiana

Indianapolis—J O Warner, cigars, etc; succeeded by Warner & Lamb.

Kentucky

Mayfield—Griffith & Sherrill, tobacco rehandlers; burned out Insurance $45,000

Maine

Eastport—Geo E Clark, cigars, etc, quit claimed real estate, $1, etc

Eustis—M H Wyman, cigars, tobacco, etc; sold real estate, $1, etc

Massachusetts

Boston—Elizabeth Chamberlain, wife of Harry G, cigars and tobacco; files certificate, etc——Angela Ciambelli, wife of Francesco, cigars, etc; files certificate to do business under style Ciambelli & Co——Sadie Himmelfarb, wife of Abraham, cigars, etc; files certificate, etc.

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Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
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Our Leading Chewing and Smoking Brands:
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Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS., U. S. A.

OLDEST MANUFACTURERS OF
PEACH and PRUNE {ESSENCES
Also of the
World Renowned and Non-Evaporating
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A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
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WISCONSIN & OHIO
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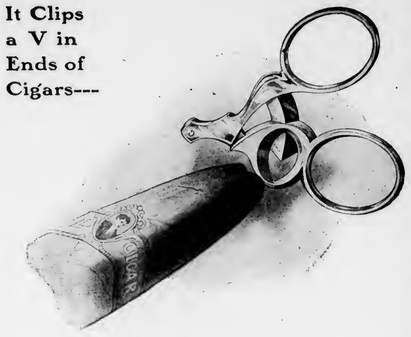
INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

National Cigar Clipper

It Clips a V in Ends of Cigars---



A LITTLE vest pocket instrument for the smoker that puts a V in ends of cigars—neatly—accurately—without breaking wrapper, no matter how dry or brittle the cigar is.

It doesn't bite and pull and squeeze; but cuts "shear ways," the common sense way—a way that can't dull the the cutter and disfigure the point of cigar.

Design is elegant—nothing like it on the market anywhere Finest tool steel—nickel plated, and polished.

Makes an effective and lasting piece of advertising for the cigar manufacturer and distributer because of its ability to attract attention—its utility and durability.

The dealer can't put a better selling novelty before a smoker. Hits two ways,—snug profit when sold—fetching advertising with name on.

Sample 15 cents. Dozen lots without ad. $1.25.

Gross lots without ad. $14.00; with ad. if not more than three lines, three eighth of an inch long, $16.50.

NATIONAL SELLING CO., Allentown, Pa.

Maybe not today or tomorrow, but some day soon

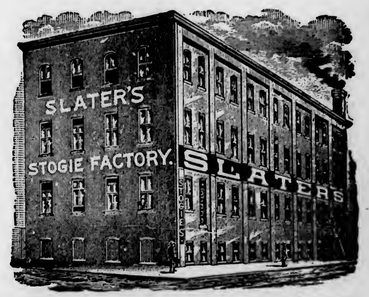
You'll need them quick!
Note the address-
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.

Manufacturers of Hand-Made

LONG FILLER STOGIES

Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



E. ROSENWALD & BRO.

THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXV., No. 26.

PHILADELPHIA and NEW YORK, JUNE 28, 1905.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

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Before Buying SUMATRA TOBACCO Consult

H. DUYS & CO.

170 Water Street,
New York

The Largest Exclusive Sumatra House in America

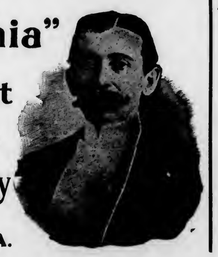
SMOKE VEITERLEIN BRO'S. SABORDSO PHILADELPHIA CIGARS
PHILADELPHIA BOSTON

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

The **RUGBY** nickel cigar is a good thing! Help us to push it along. Our customers are all enthusiasts. So would you be if you smoked one. Shall we send you some to try?
STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.



EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the Food You Eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

ALLEN'S NAPOLEON 5¢ CIGAR
Channing Allen & Co
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEYWEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F. H. POWELL'S LA FLOR DE OSUS CELEBRATED 5¢
PHILADELPHIA CIGARS CAMDEN

THE TOBACCO WORLD

WEATHER-CROP BULLETIN.

Tobacco Planting is Largely Finished Except in Northerly Sections.

Washington, D. C., June 23.

The latest weather-crop bulletin issued by the Department of Agriculture, reporting on tobacco, states that the planting of the crop is nearly finished except in the northerly sections, and the crop generally is doing well. The report by States:

New England—Tobacco nearly all set and progressing rapidly.

New York—Tobacco doing well.

Pennsylvania—Tobacco transplanting unfinished.

Maryland—Tobacco a good stand, being cultivated.

Virginia—Tobacco fair, locally dry weather has delayed transplanting and stands are poor.

South Carolina—Tobacco unpromising.

Tennessee—Tobacco growing nicely.

Kentucky—Tobacco practically all set doing well.

Ohio—Tobacco improving.

Wisconsin—Tobacco setting in progress

CUTTING TEXAS TOBACCO.

Houston County Crop is Contracted For at 15 Cents a Pound.

Crockett, Tex., June 23.

In a few days, the tobacco crop of Houston county will be ready for cutting. Considering the extremely wet spring, the crop is very good. It is believed it will cut from 500 to 600 pounds per acre, principally all of which has been contracted for at 15 cents a pound,

The farmers here are very much elated over their success with this crop, since Houston county has an abundance of orangeburg soil, so richly adapted to the growth of tobacco. It is a well known fact that the tobacco crop requires less than half the work of a cotton crop, the entire crop being cut and moved by July 1, while at that time the cotton crop is less than half made. And, then, the farmer derives from $75 to $90 per acre for his tobacco, while he often gets less than $10 per acre for his cotton. The success of this year's crop has led many farmers to express the desire of planting from thirty to forty acres each next year.

There is a vast amount of this orangeburg soil in Houston county which can be bought for such a reasonable sum as to enable the purchaser to pay for it out of his first crop of tobacco. The Crockett Cigar Company can manufacture all the tobacco that can be raised, thus giving the farmer not only a sure market, but a home market for his product.

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MANETO CIGAR

GUMPERT BRO'S. Manufacturers

VIRTUE LIBERTY AND INDEPENDENCE

114 N. 7th St. Philadelphia

The **RUGBY** nickel cigar is a good thing! Help us to push it along. Our customers are all enthusiasts. So would you be if you smoked one. Shall we send you some to try?

STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

EISENLOHR'S Cinco CIGARS Philadelphia

"Clean as the food you eat" Vesper CIGAR

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

NAPOLEON 5¢

Channing Allen & Co
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4886-A.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEYWEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F. H. POWELL'S LA FLOR DE CELEBRATED 5¢ CIGARS PHILADELPHIA CAMDEN

THE TOBACCO WORLD

WEATHER-CROP BULLETIN.

Tobacco Planting is Largely Finished Except in Northerly Sections.

Washington, D. C., June 23.

The latest weather-crop bulletin issued by the Department of Agriculture, reporting on tobacco, states that the planting of the crop is nearly finished except in the northerly sections, and the crop generally is doing well. The report by States:

New England—Tobacco nearly all set and progressing rapidly.

New York—Tobacco doing well.

Pennsylvania—Tobacco transplanting unfinished.

Maryland—Tobacco a good stand, being cultivated.

Virginia—Tobacco fair, locally dry weather has delayed transplanting and stands are poor.

South Carolina—Tobacco unpromising.

Tennessee—Tobacco growing nicely.

Kentucky—Tobacco practically all set doing well.

Ohio—Tobacco improving.

Wisconsin—Tobacco setting in progress

CUTTING TEXAS TOBACCO.

Houston County Crop is Contracted For at 15 Cents a Pound.

Crockett, Tex., June 23.

In a few days, the tobacco crop of Houston county will be ready for cutting. Considering the extremely wet spring, the crop is very good. It is believed it will cut from 500 to 600 pounds per acre, principally all of which has been contracted for at 15 cents a pound.

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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D & T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
D&T
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

BENJ. LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

H. Dalitsky & Son
HAVANA SEED LEAF TOBACCO SUMATRA
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

J. S. BATROFF,
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
21[illegible] N. THIRD ST., PHILADELPHIA Packers of Seed Leaf. T & N

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE

5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

DON'T GET TOO FAMILIAR.

I believe that some, in fact a good many, salesmen, after they have swung around their territory two or three years, and got so they could call half their customers by their first names, begin to believe that neither their own concern or their customers' could possibly get along without them.

They acquire a cock sure, always at home air that to some men would be maddening. Years ago, I may have done it myself, I don't know, but it really appears to me that the younger breed is a good deal perter than the preceding generation. For instance I was in an office the other day when a youngster stepped in with a couple of cases.

"Hello, Chollie," he said to the boss.

"Good morning, Mr. Green," was the answer.

"Chollie" is a man of about sixty, and he has always had so many friends, that a large proportion of those who enter his place will address him—by right—by his Christian name. This young fellow had been in a half dozen times, had heard others call the man by his first name, and had promptly followed suit.

Whether it's in the copy books or not, there is a respect due from youth to maturity, that is too frequently disregarded these days of butt-in and climb over.

But to go back to the original proposition, I don't want to knock my own craft except for its own good, but if you'll notice, you will see that I am speaking the truth when I say that too many salesmen are getting to be matter-of-course loungers.

I have in mind one man in particular. I have never come into personal contact with him, and I dare say he is a fair enough fellow in his own way. What I have seen of him, though, has not produced a very favorable impression. We all have our faults and virtues, and this fellow is probably no worse than the average, but he ought to keep his faults out of his business.

The man has his own route, and ever since I have been seeing him, has never deviated from it. That fixes it so that he stops in the same places in the same towns at regular times. He works for a house that puts out cracker jack goods, and though this fellow originally built up his territory, I think anybody could go in now and sell the goods, not because the customers have been cinched, but because the goods have won such a reputation.

Well, this fellow don't do great deal of work. He stops in and chews the rag for a while at his various places, shows what new samples he may have, finds out how much his customer has a chance of handling and shoots in his order. Occasionally he will visit some new people, and they say that when he sets his mind to it, he can usually get the order.

But much loafing and easy prosperity has made a boor of the fellow. He enters a place loudly, says whatever he has to say (which is considerable) whether anybody else is talking or not, and generally wears an air of tolerating the others present purely for business reasons.

The man is one of those hang on till grim death arguers who will drive a subject into the ground, stamp on it and then mount guard over it. He's got an opinion on every subject in the world and on a good many subjects that aren't. All he needs to produce an opinion at length is to be given the subject, and he will at once shout out all about how it happened.

Mind you I haven't a thing against the man, but judge him simply from having been in an office two or three times when he dropped in.

There is one man who fairly hates the salesman. He took one of those violent, unreasoning dislikes the first time he ever saw him, and he's never lost it. Mild-mannered enough as a rule, too. This man was sitting in a certain office in Philadelphia one day not long ago when the salesman came in. There was a discussion of some kind going on about the Russian war.

"Hello Jim," yelled the salesman, to the proprietor of the business. "How's your liver? I'm going to leave my cases here. Not by a —— sight, he wont," he continued, butting into the discussion. He yelled out a few sentences [setting everybody right about the war, settling it alone and single-handed, and then left as abruptly as he had come.

"Would you consider it a personal question if I asked who that animal is?" said the visitor.

The boss laughed. "Oh, that's only

(Concluded on page 7)

Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

IF YOU WANT to be in HAVANA
Smoke CAMELA 5c. Cigars
MADE BY
HENRY HEYMANN'S SONS
Office, No. 614 Betz Building, Philadelphia.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia.
Hollard's

F. V. ESHLEMAN,
1600 Arch Street, Philadelphia.
MAKER OF

HAVANA CIGARS
A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

DID it ever occur to you that in hiring a clerk, you are simply investing the amount of his salary, and if the clerk soon becomes worth more money, instead of increasing your expenses, he is causing your investment to appreciate?

A man gets some of his money out at five per cent, and after a fair trial, it is determined beyond a doubt that the investment is a safe and permanent one. He finally has a chance to put some more of his money into the same thing at the same or better interest. He will tumble all over himself getting his money down, and consider himself mighty fortunate.

The retailer with the clerk that he is forced to admit is improving, getting to be worth more to him, is in practically the same position. It may look to him as if the money was going the other way, but it is not, any more than is the principal which the man offers in order to get the five per cent.

The writer has always believed, and has never seen any reason to change his belief, that the character and success of a store of any size depends on its clerks. They can make or mar it. Of course, the proprietor is on hand, and his personality goes a good way, but there are times when he is not on hand and lots of times when he is, that clerks who don't care can find opportunities to do harm. Not that they do so deliberately or intentionally, but simply that they are dumb, ignorant or indifferent.

The under paid clerk is the greatest curse of the retail cigar business today. A certain retailer in Philadelphia in reply to a question as to how his business was, replied that it hadn't been very good for the past week. "I've been away, you know," he said, "and we didn't do a great deal."

"But you've got your manager and clerk," was the comment. "They know the business."

"It's not the same," said the dealer. "I know everyone of my customers by name, know their business, know where most of them live, I've made good acquaintances of the majority of them, when I have anything new I make it a point to show it to them, and we have a talk about it, and it's a fact that they admit themselves, that I can sell a box of cigars to any one of them, if he'll let me talk to him for a half hour. Further than that, I bring new customers into the store every week."

"But why can't your manager and clerk do the same thing?" was the question.

"Because they ain't built that way. They can take care of the regular day's trade, but they don't go much farther."

"Do you mind telling me what you pay them?"

After a little hesitation the dealer named two sums, and then as if in defence, said, "You can get all you want at that price."

"I don't doubt it," was the answer, "all you want of that kind. But don't you think it would pay you to spend a little more and get a live one."

All the dealer would say, though, was that a number of other dealers he mentioned were paying no more, some of them even less, and he thought he would be foolish to do any different. The sums mentioned were such as would attract but two kinds of men. Either good men, broken down by poverty, drink, bad luck, or anything in fact, so that they would be continually cursing their fate, or dull plodders who would never as long as they live have an idea of their own.

Many a dealer has by his energy and close attention to business built up a trade that began to get beyond him. He would be forced to spend practically twenty-fours a day at his store, or feel that he was not making the most of a good opportunity. The usual step has been to hunt around for a partner, be moaning the fact that he was thus compelled to cut a good thing in half.

He wasn't compelled to. If he were to secure the proper sort of manager or clerks he would find that everything would go along smoothly. He could have done that by training up a clerk and paying him decently, making him understand that there was always a rise of pay coming when the business warranted it, and that the job had all sorts of possibilities. He could have done that, or he could have scoured around until he found the proper sort of manager. This man would probably have cost him quite a little more money than the dealer would like to think of, but in return he gets a man with brains, who has to make good to hold that sort of a job.

You can't hire a man with brains unless you pay for him, and this is where the majority of dealers make their mistake. In appropriating the current expenses of the store, they allow so much for clerks. They are likely to regard that money as an expensive but necessary evil, and to make the sum as small as they think will possibly procure the help.

As a rule they don't expect much, and they certainly don't get it. The money they pay out each week, is practically wasted, just as they believe it is. But if they were to increase it 50 per cent, or even 33⅓ they would get the full value of their money, and probably more. So they would be in the position of saving the whole of their money, by spending a third or half of it.

It is true that the average dealer counts on running his business pretty closely himself, and needs or thinks he needs his clerks only to help him out, but in this he is making a big error. He is liable to sickness at any time, he is likely to have to leave the store and go away at different times, there are a hundred and one things that he can't expect to be able to do himself, and he is compelled to be continually haunted by the feeling that unless he is on deck, everything is going or likely to go wrong. It's worth money just to get away from that feeling, and in view of the fact that every successful cigar and tobacco retail business in the country owes its success to the personality or personalties back of it, it would seem a self evident enough proposition that the dealer would be making money when he is buying assistance, to buy some brains along with it.

• • •

A HEART TO HEART TALK WITH THE CLERK.

LET every clerk ask himself once in a while, unless he is above such old-fashioned ideas, whether he is working ten or twelve hours a day just to draw his pay at the end of the week, pay his board and spend the remainder on his night off, or whether he is a clerk because it is necessary to be a clerk before he becomes something more important.

As a rule a cigar clerk does not make enough to buy many diamonds, and if he is young he will probably a good many times a week, wish he was as well fixed as some prosperous looking customer.

It's easy to wish, but outside of fairy-tales, wishing never brought any tangible results. Moreover, the great majority of the prosperous customer, never reached their condition of prosperity by wishing, but by years of hard work.

Advice is always tiresome to the young, and it's the easiest thing in the world to write when you have a pen in your hand. But it still stands to reason that if a man has a job that he thinks is no good, his only hope is to get a better job, or make the one he has got worth more. If he is capable of holding a better job right off, let him go ahead and get it. If he isn't, the thing to do is to forget his troubles and plug away to make the one he's got size up more like a real position.

If by your actions you make it evident that you are "on to your job," that you know your business, and that, as your mind is on your work all the time, you are a little quicker than the next man to understand a thing, your boss isn't going to loose you. He may think he can't afford to pay any more, but when it comes to the point of losing you he'll come up. Besides that, you'll gain confidence and self respect. You'll get that feeling of knowing that you are worth something and can command something. That asset alone, is worth more to a man than the best of luck.

This is not to be mistaken for the know it all air. That manner is possessed by the man who never took the trouble to learn anything, but at the start off knew more about it than the inventor. He can always be detected, so if you have got the real goods, you don't have to worry about any such rivalry as that.

Now while you are going along trying to improve yourself, remember that in addition to working so many hours a day for your employer, you owe just as much to the customer. Every customer pays a percentage of your salary, and is entitled to some of your work, just as much as the man who actually hands you your money. If the customer could get along without you, he would not have to pay as much for his cigars or cigarettes. You have a right to count each pleased customer, as a step toward a more important position

Remember another thing. Nothing gains a customer's confidence so much as an evident desire to see that gets what he wants and his money's worth. The customer is quick to appreciate such an attitude, and he will invariably go out of his way to come to you again, if he can. He will take your word for it, and he will depend on you. And the proprietor is very quick to notice these little things.

There is an old, but true story which perhaps you have heard, of a millionaire who walked into a friend's jewelry store in New York to buy a wedding present for his daughter. He was one of the self made variety, and his clothes made him look more like a Sunday farmer than what he was. The supercilious clerks looked him over and when he approached looked another way.

Finally the old chap got way back in the store in front of a young fellow who was anxious to make good. The strange looking customer asked for some dinner plate, and the young clerk brought out a set costing a couple of thousand dollars or so. He was all attention, listened closely to everything the old man said, and did all he could to follow his wishes.

The millionaire looked at several sets that didn't seem to suit, each one more expensive than the last. Finally he said: "Haven't you got anything better than this junk?"

The clerk hesitated a moment and then said that they had. He remembered a set that had nearly been finished for a royal family of Europe, but which for some unavoidable reason had been refused before the crest had been put on. He brought it out. It tickled the old man immensely. "I'll take it," he said.

"Yes sir," said the clerk. "How large a deposit do you care to make?"

"Oh, I'll pay for the whole thing," said the farmer looking customer indifferently. He drew out a check book, and wrote his check for fifty thousand, the price of the set. The clerk took the check into the office and showed it to one of the firm. "Is this good?" he asked.

The firm glanced at the signature. "Good as gold," he replied and hurried out all bows and smiles.

The old man came back Christmas, and though every clerk in the store bowed low as he passed, he trudged back to the young fellow in the rear and bought thirty thousand dollars' worth of stuff from him. And, of course, the young clerk has now got a very good job with the firm, for a clerk with an eighty thousand dollar a year customer is not to be treated lightly.

And the young fellow got his good luck, if you can call it good luck, because he was not too good to treat a mean looking customer civilly.

Make Change Without Loss

Mistakes that occur in making change are avoided by system. A customer gave this reason why she trades with Mr. Hardy:

"Mr. Hardy's National Cash Register counts the money that is taken in, and if a mistake is made in making change you can always have it corrected.

"I once made a 10-cent purchase and handed the clerk $5. He handed me 90 cents. I did not notice the error until I reached home. I called Mr. Hardy's attention to it and he opened his National Cash Register and balanced his cash. It showed that there were four dollars more in the drawer than called for by the sales record."

A National Cash Register accurately records each transaction, whether cash, credit, money received on account, money paid or money changed, and shows the clerk's initial.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER CO., DAYTON, OHIO

*I own a*_____. *Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

_____ *Name*

_____ *Address*

_____ *No. clerks*

Please Mention The Tobacco World

THE OLD SALESMAN'S MUSINGS.

(Concluded from page 5)

——, travels for So & So You don't have to pay any attention to him."

At that time, a deal was in progress, by which the visitor entered into partnership with the man he was talking to. And the next time the salesman came around, he was installed at the main desk, the other man being out of town.

The salesman came in like a ton of coal, as usual, threw his cases down and fell into a chair.

"Gawd, I'm tired," he shouted.

As it happened, there was no one else in the office but the new member of the firm and myself. That gentleman never made a move to look up from his work.

"Where the ——'s Jim," continued the salesman, brightly. "I'll bet the old son of a gun is off on a drunk."

Still no move. The salesman didn't seem to mind it much, for it had never entered his head that anybody was trying to snub him. He lighted a cigar, puffed it for a few seconds, and threw it into the cuspidor.

"Gimme a decent cigar," he said. "This one burns like a bum rag."

Still no sign.

"Say, this place is like a damn morgue," went on the salesman, apparently in a soliloquy. "Nobody around, Jim on a drunk, and the joint run by a guy with a shy receiver."

At this, the man at the desk turned around very dignifiedly, and said: "If you mean in your peculiar patois to imply that I am deaf, I am not. If you mean by your frequent mention of 'Jim,' Mr. ——, my partner, I am pleased to inform you that he is out of town. If you have anything like a business proposition that we are likely to be interested in, and that you can reduce to three minutes, that much of my time is at your disposal. If you haven't I must say good morning. I'm busy, and you seem rather noisy."

The salesman opened his mouth and shut it about three times, and then, literally speechless with wrath and wonder, grabbed up his case and hiked out. When he got about a block away he recovered himself enough to ejaculate, "Well, what d'y'u know about that?"

When the senior partner of the firm returned, the other man, after discussing some immediate matters, said:

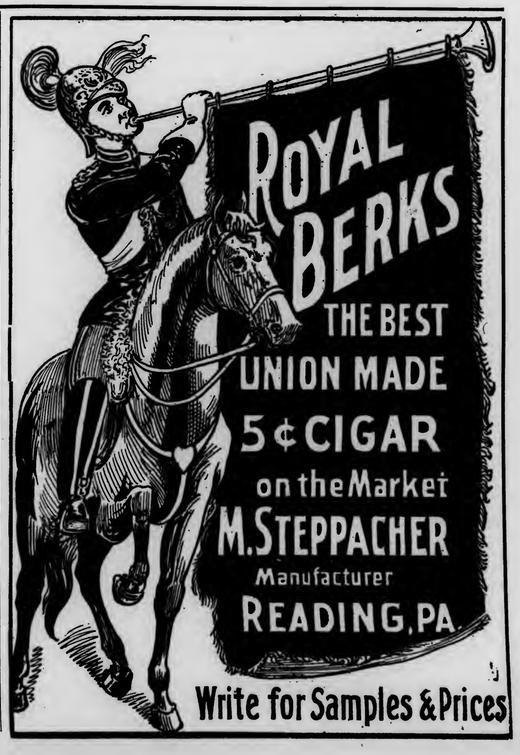
"Do we absolutely have to do business with So & So?" (the salesman's firm.)

"No, I don't suppose we have, to but they sell good stuff on good terms."

"Well, it will be a great favor to me, if you will write them either to send another salesman, hereafter, or make us out a statement up to date."

The letter went, but it was only a little while ago, and I don't know how it has come out. As I said at first, though, there are a whole lot of salesmen who are likely to be a little too confident and too much at home in another man's office, and it doesn't always pay.

THE OLD SALESMAN.



—The Verdon Cigar Company, of Kalamazoo, Mich., has increased its capital from $60,000 to $100,000, and will make extensive improvements in the plant. John A. Hoffman is President of the company.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
119 North Third St., PHILADELPHIA
GEO. W. BREMER, Jr. WALTER T. BREMER.
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
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DOTTS & KEELY,
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LEAF TOBACCOS
No. 231 Arch Street,
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SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
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R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

BUYING ABOUT TO BEGIN IN HAVANA MARKET.

Many Clear Havana Manufacturers from the United States are Arriving to Have a Look at the New Crop, and as Lowland Vuelta Abajo is Ideal Light Filler, Buying Will be Brisk.

[Special Correspondence of The Tobacco World.]

HAVANA, June 19, 1905.

Quite a number of Northern buyers, principally from Tampa, made their appearance in the Havana market last week, and while the reported transactions do not show a large volume of business closed, there is no question but that this week will see some sales of importance put through.

Evidently the heavy purchases made by Don Edgardo Stachelberg, of Tampa, some two weeks ago, have created a desire on the part of the large clear Havana cigar manufacturers to come over here and have a look at the new crop, and that the majority will not leave the island empty-handed need hardly be mentioned.

The new Vuelta Abajo from the lowland section is to a large extent an ideal light filler crop, and just the kind of leaf which is absolutely needed and wanted by the clear Havana industry; although so far as wrappers are concerned Partido will have to do service as in former years, at least until the craze for light colors shall have died out.

Receipts from the country are still increasing from week to week, thus showing that the escojidas in the country are in full blast. While the dealers pretend higher prices this year than last and undoubtedly paid better figures to the farmers for their bundle tobacco in the beginning, they must, however, have been able to reduce the average by later purchases, upon more reasonable terms, so if the better yield is taken into consideration prices will not vary greatly in the cost of this year's leaf to the manufacturers. This of course only holds good as far as Vuelta Abajo is concerned, and perhaps Partido, while Semi Vuelta and Remedios will be dearer, without a doubt.

As far as old heavy and medium heavy styles of Vuelta Abajo are concerned there are still some good tobaccos to be had, but the owners are asking such stiff figures that it has frightened off the few buyers who came here with the purpose of investing in this class of tobacco. Evidently they are figuring that the heavy bodied leaf of the 1905 crop will be scarce and perhaps less suitable. Whether their supposition is a sound one and based upon facts remains to be seen later on. Old Partido fillers are a drug upon the market and there is no demand for them. Cheap, trashy Vuelta Abajo may be had at low figures, but the buyers in town have not seen fit to tackle them.

Sales

during the past eight days amounted to 2,050 bales in all, of which 1,075 consisted of Vuelta Abajo, 925 of Partido and 50 bales of Remedios. The American buyers have acquired 1,575, and the local cigar manufacturers 375 bales, while 100 bales were purchased for European account.

Buyers Come and Go.

Arrivals—John B. Creagh, of the Loeb-Creagh Havana Co., Philadelphia; Avelino Pazos, of A Pazos & Co., Sol Salomon, of G. Salomon y Hnos., Simon Batt and Jesse Batt, of S. Batt & Co., and Dave Goldberg, of S Goldberg e Hijos, New York and Havana; F. Bustillo, of Bustillo Bros. & Diaz, Mat Berriman, of Berriman Bros., Faustino Lozano, of F. Lozano & Co., Jose Lovera, of Jose Lovera & Co., and J. Escalante, of Cuban American Mrfg. Co., Tampa; John Wardlow, of Ruy Lopez Cigar Co., and Francisco Fleitas, of S. & F. Fleitas, Key West.

Departures—Leonard Friend and L. Greenhall, for New York; Pepin Rodriguez, for Europe via New York.

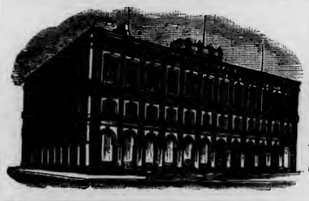
Havana Cigar Manufacturers

in general are still complaining that business has not picked up yet, although the large independent factories are doing a steady and increasing trade notwithstanding the off season. The good cigarmakers are kept employed, only the less skilled ones being out of work just now. Some of these are making their annual pilgrimage to Tampa and Key West to tide over the dull months, but will return here as soon as their services are required.

H. Upmann & Co. shipped 600,000 cigars last week of their own and other independent brands. Their factory is well supplied with orders from all countries.

Cifuentes, Fernandez & Co. have increased their force of cigarmakers, as contrary to their expectation, the demand for their Flor de Tabacos de Partagas & Co. has augmented so much that they are again turning out 40,000 cigars daily. Don Manuel Cifuentes, through his presence in London, easily obtained large orders from the importers of the metropolis of the world.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

E. A. CÁLVES, & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

LUIS MARX HABANA

Consulado 91, HAVANA.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

JOAQUIN HEDESA
Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
83a Amistad St., Habana, Cuba.
Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. *Habana*

Bruno Diaz — **B. DIAZ & CO.** — R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

JOSE F. IRIBARREN,
Packer and Exporter of Havana Leaf Tobacco
Vuelta Abajo and Partidos a Specialty
Dragones 94, HAVANA CUBA
Special attention paid to tobacco suitable for the American market

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA. CUBA.

PARTAGAS
Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.
Proprietors
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S. Jorge — Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

FERNANDO FERNANDEZ y HNO.
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Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana

JOSE F. ROCHA,
Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba
San Miguel 100,
Cable: "DONALLES." HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

J. H. CAYRO & SON
Dealers in Leaf Tobacco
Specialty: Vuelta Abajo and Partido
Warehouse and Office, 92 Dragones Street, HAVANA, CUBA
Cable Address: "JOSECAYRO." Correspondence solicited in English

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ
J. M. GARCIA Y CIA.
Almacenistas de Tabaco Partido y Vuelta Abajo
CON VEGAS PROPIAS
San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

A. M. CALZADA & CO.
Packers and Dealers in Leaf Tobacco
and COMMISSION MERCHANTS
Monte 156, HABANA, CUBA.
P. O. BOX, 595. Cable: "CALDA."

Por Larranaga, under the management of Don Ricardo Rivero, is doing a very satisfactory business, although a large share of the credit belongs also to Don Antonio J Rivero's propaganda in Europe.

Ramon Allones and Cruz Roja is doing well likewise, so Rabell, Costa, Vales & Co. are quite satisfied with their share of the orders that are coming in.

Sol has already received large orders for new cigars from Germany, a proof that the samples sent out some time ago have been very acceptable. Behrens & Co. have made some heavy purchases of the finest Vuelta Abajo lowland vegas, a guarantee to the smokers that the Sol cigars will be extra choice this year.

Eden has steady customers who always ask for them, therefore, Calixto Lopez & Co. are working with good forces to fill orders for the United States, England and Germany.

Buying, Selling and Other Notes of Interest.

Mat Berriman, who came over here in company with his foreman Jose Sanchez, has made some heavy purchases amounting to over 1,000 bales of Vuelta Abajo and Partido, part of which came from escojidas packed expressly for Berriman Bros.

Sobrinos de A. Gonzales sold 600 bales of Vuelta Abajo and Partido to Northern buyers and local manufacturers. If more vegas had been completed they would have done a larger business still.

Leonard Friend, who left here on Saturday after a ten days' stay in Havana and the country, has purchased close to 500 bales of the best styles of the old Vuelta Abajo leaf, and it is stated, that he has made arrrangements upon some special vegas and packings of the new crops of Vuelta Abajo and Partido for his firm of Friend & Co., New York.

Jorge & P. Castaneda were sellers to the extent of 300 bales of their choice Tumbadero leaf.

Joseph Mendelsohn, of Manuel Suarez & Co., has been very busy the past week with several customers.

Bruno Diaz & Co. disposed of 200 bales of Vuelta Abajo and Partido to Northern buyers, but several large transactions are still pending.

Simon Batt and his son Jesse have been seen all over the market, and will leave for the Vuelta Abajo tomorrow.

Gonzalez, Benitez & Co. turned over 100 bales of Vuelta Abajo last week.

Avelino Pazos, who arrived this week, has come principally for the purpose of inspecting the receipts of the new Vuelta Abajo from his own packings, and says he is highly pleased with the appearance of the 1905 crop.

The death of General in-Chief Don Maximo Gomez, on Saturday evening, has caused a deep felt sorrow in the whole Island of Cuba, as next to the invaluable aid given by the United States in creating the Cuban Republic, his services as commander in chief of the Cuban liberating forces during the ten and three years war will never be forgotten. Havana is draped in mourning, all amusements were stopped as soon as the news of his death had been spread, and the funeral services tomorrow will be observed with the same pomp as if he had been the President of the Cuban Republic. His body is lying in state in the red room of the palace, and there is a ceaseless stream of people trying to say a last goodbye to his mortal remains. Officially all business is closed for three days, in respect to his memory.

Receipts From the Country

	Week Ending June 17 Bales	Since Jan. 1. Bales
Vuelta Abajo	12,290	53,378
Semi Vuelta	983	4,728
Partido	2,071	12,133
Matanzas	1	23
S. Clara & Remedios	140	9,577
Santiago de Cuba	—	4,633
Total	15,485	84,472

BIGGER NEW YORK CROP THIS YEAR.

Prospect of Good Prices Induces Farmers to Plant.

Rochester, N. Y., June 26.

The warm weather is a very welcome change for the tobacco growers of this State. The work of putting out the plants is about to begin, although some growers prefer to wait a little longer even, on account of possible chilly weather; but the beds are looking thrifty and there are plenty of plants.

Wayne county was formerly an important tobacco producing section, but the low prices which prevailed for several years drove the farmers from the business until last year the acreage was the smallest that has been known for more than twenty years. Not more than twenty-five acres were raised in all of Wayne county, where formerly hundreds of acres grew. This year the prospects are better and the acreage will be increased.

NEW FIRM OF JOBBERS IN NEWARK

Newman & Lewin are a new firm of wholesalers and manufacturers' agents, in cigars, cigarettes and tobacco, which has been recently started in Newark, N. J. The company, which is composed of Joseph Newman and I. Lewin, is doing business at 117 Commerce street, and is handling the Allen Tobacco Co's well known brand of "Telonettes" in New Jersey.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

H. SCHOENER. CABLE ADDRESS "TACHUELA"

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
33 MAIDEN LANE,
NEW YORK.
Factory de San José, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St. NEW YORK.
Cable Address: "HERE"

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, June 26,

Although the weather has been out rageously hot, dealers in various parts of the city say they did pretty well. There is no doubt that trade is beginning to verge on midsumer dullness, however, and it is very unlikely that there will be anything like a boom in the retail trade again until fall.

It is a noticeable fact that one of the effects of this hot weather, is to stimulate the trade in short smokes. Of course cigarette smokers stick to cigarettes, but a great many cigar smokers come down to little cigars such as Goldon Eagles, Telonettes, or a half dozen other similar brands. Consumption of these is also helped by the fact that competition in them is very keen just now, and they are being well advertised and energetically pushed. Most dealers say they are moving at a much livelier rate.

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Business is good with the manufacturers, but it is probable that not all the goods that are being made are being sold. Practically all factories are working full time, and while some of them are working on orders, some others are accumulating a little surplus which they should have no difficulty in working off in the next two or three months. One manufacturer who has a number of standard brands was complaining the other day on account of the way certain new brands are put into the stores.

"It hurts legitimate business," said he, "and there is no excuse for it, because it very seldom pays. A manufacturer gets out a new brand that he wants to get into the retail stores. He knows he will have hard work to get the retailers to buy his cigar, unless he is doing a tremendous amount of advertising, and even then it wont be easy, and so he is willing for them to put it in to be paid for when sold.

"The salesmen who are working on the brand go out among the trade and hunt up their retail friends. They tell them what a fine cigar it is, how much the firm is going to advertise it, and how it will soon be replacing all the leaders, and when the dealer says he would rather wait awhile, that his stock is full up and he's got a lot of dead ones on his hands already, the salesman says:

'Well, I'll send you a thousand and you can pay for them when they are sold. And remember that I've always been a good friend to you, so speak a good word for them when you can, will you?

"The dealer accepts them on those terms and on account of his desire to do the salesman a favor, does try to sell a few. The cigar may go all right, and it may not. The chances are that it wont, for a good many more brands will fail than succeed. Anyhow, while four or five hundred dealers are trying to make the thing go, the business on the regular brands is hurt just that much, for it stands to reason that a good many people will be willing to try at least one of the cigars and so buy one less of the standard kind.

"Now if this were confined to one instance, it wouldn't be so bad, but as it is going on all the time, it has a pretty large general effect. Of course I don't mean to say that the manufacturer hasn't a right to do what he chooses to get his new brands on the market, but I think a little more care ought to be taken in the placing of them, which would react to the general benefit of the manufacturing business. As it is now, the salesman starts out with the new brand, and feels that he has got to get a lot of it out any old way in order to make good with the office. He puts it out on any terms the office will stand for, or he thinks it will stand for, and it breaks business all up. And I know pretty well what I'm talking about," concluded the manufacturer.

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There was no noticeable run on any particular line of goods in the leaf market last week, business being generally fair in small transactions. It is evident that a great many manufacturers need leaf badly, but they hate to lay in much of a stock, going on the assumption that by waiting they will be able to get better prices. Where it has been imperative that they should have leaf quickly, they have bought, but grumbled at the prices. It seems to be the general impression among the manufacturers that when the new crop opens, lower prices will prevail on all important grades. There is absolutely no good reason for supposing this, and it is the positive opinion of all leaf dealers that the market prices will remain stiff and may increase. It is certain that the farmers will be able to demand good prices for their tobacco, and the packer will be obliged to pay them or go without. Naturally he will be obliged to charge the manufacturer, so that nothing will be gained by the delay. As a matter of fact there have been numerous instances where manufacturers have ended by paying quite a little more for certain lots of tobacco than they refused in the first place.

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Considerable disappointment is manifested among the trade at the apparently necessary postponement until fall of the trial of E. Locker & Co.'s suit against the American Tobacco Co. Everybody was watching the case and was eager for the developments which it is promised it will bring out. Then again the outcome will be very significant to jobbers in their relations with the American Tobacco Co., and it is with much impatience that those interested prepare to wait until November.

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A number of jobbers, manufacturers, dealers, etc., were visited during the week by special agents of the department of justice who are collecting investigation evidence. So far, nobody has been found who was willing to repeat categorically a conversation with one of these gentlemen, and so it is not possible to say how well they are making out. When it gets down to the pinch, however, a good many jobbers who feel that they have a grievance, don't like to go on record, even in confidence as making their charges in detail.

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J. W. Surbrug, of the Surbrug Co., is back in town from an extended trip through the West and Northwest and has nothing but good to say of how the Surbrug goods are moving in these sections. The new Grain Plug Cut has made a killing and Mr. Surbrug says he was really surprised at the way it caught on everywhere it has been placed.

Charles Wasserman, of the B. Wasserman Co., will spend a couple of months in Europe. He left last week on the steamer Grosser Kurfuerst.

George Wyatt, of E. A. Kline & Co., left last Thursday for Cuba, where he will spend two or three weeks for the house.

George V. Watson, leaf importer, and William J. Hazlewood, of Leopold & Co., are on a fishing trip in Canada which may last as long as the sport is good.

Samuel Hamburger, of Hamburger Bros & Co., is another one to join the colony of American buyers in Havana. Mr. Hamburger left last Saturday and will be away a couple of months.

Sam. H. Harris, president of the Khedivial Co., who has just returned from a trip to New England, states that the firm is about to put a new plain tipped cigarette on the market called the Oxford, which will go to the trade at $10.50 and sell to the consumer at ten for fifteen cents.

The Allen Tobacco Co., has announced the withdrawal of all gratis offers on their Telonette extra large little cigars to take effect after July 1. All orders mailed prior to this date will be accepted on the present arrangement.

The A. H. Hillman Co. is giving two packages of Patterson Cut Plug with each dozen packages of Patterson Seal, at 47 cents. This deal has been in affect since June 19.

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On last Tuesday the board of United States general appraisers made an attempt to settle the controversy between importers and customs officials regarding the monetary values used in making out invoices of goods from Cuba.

The protests decided by the customs tribunal stood in the names of the Havana Tobacco Co., G. S. Nicholas, and the Waldorf-Astoria Segar Co., all of New York. Most of the merchandise affected by the decision are cigars and cigarettes. It seems that the phrase "Spanish gold" is used upon the invoices, to express the monetary unit in which they are made out. The collector of the port assessed upon the merchandise the proper rate of duty, reducing the money in which the invoices are expressed to the money of the United States, giving each unit the value of 96.5 cents.

It is against this action that the importers protest, contending that the value should have been found to be 92.6 cents. Two grounds are assigned by the importers as the basis for their contention. That a clerical error was made in making out the invoices, in that they should have been made out in Cuban pesos instead of Spanish gold, and that the collector erred in the value which he placed upon the monetary unit used in the invoices.

Although the director of the mint officially recognizes the Cuban peso, General Appraiser Hay, who writes the decision for the board, thinks the director's action has no weight of authority for the reason that Cuba has not adopted a national currency. The board finds that inasmuch as Cuba has not a monetary standard, it will be incumbent on importers to prove to the satisfaction of collectors of customs the exact amount paid by them for the merchandise appearing on the invoices.

Mr. Hay acknowledges that his ruling will work a hardship to importers. Leslie M. Shaw, secretary of the treasury, recently issued a letter stating that the Cuban peso should be converted into United money on the basis of 91 cents. As the protests acted upon by the board were filed prior to Mr. Shaw's order, it is possible that the importers and the treasury authorities may reach an agreement.

ANOTHER PA. CIGAR FACTORY.

One Being Built at Emaus to be Occupied by Jeitles & Blumenthal.

Allentown, Pa., June 26.

Ground was broken at Emaus, a few days ago for the erection of a cigar factory which is to be built by George Raab, of Reading, owner of the Exchange Hotel. The dimensions of the building will be 100 feet long and 40 feet wide, three stories high and of brick.

The building will contain a basement which will be occupied by a steam heating plant and a sweating room for the tobacco. The first story will be occupied by the cigarmakers while the second floor will be the apartment for the tobacco strippers and part of the same to be used as a sorting and packing room. The space on the third floor will be used as a hall and will be occupied by the Emaus Band, as well as for fairs, anniversaries, etc., whenever such an occasion might present itself.

The building, when finished, will be occupied by Jeitles & Blumenthal, who at present are occupying the Charles Kemmerer's building on Railroad street.

PIPES

For Wholesale Dealers Only
The CHEAPEST ESTABLISHMENT for
WOOD and CLAY PIPES
Clay Pipes Our Specialty
Write for Catalogue and Prices
I. SCHILZ-MÜLLENBACH
Manufacturer and Exporter
HÖHR, (near Coblenz) GERMANY

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 98

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
NES, CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

Established 1840. Cable "Hengil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
REES SMITH

American Tobacco Co.
Makers of the Famous
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

FACTORY No. 7

G. H. Sachs. Lancaster, Pa.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

TOBACCOS THAT SELL.

"DARK HORSE"—The fruit flavored scrap chewing.
"SILVER MOON"—The best granulated smoking for either pipe or cigarette. The smoke for the man who knows.
"BLACK THREADS"—The finest heavy long cut smoking manufactured.
"SUN TIME"—A long cut smoking that always gives satisfaction.
"RED SETTER"—The natural leaf scrap smoking.
"SCOUT" and "OLE VIRGINY"—Good grades of granulated smoking.

UNION MADE

UNIVERSAL COUPONS packed in each package for the consumer. Also FIVE UNIVERSAL COUPONS in each carton of "DARK HORSE," "SILVER MOON," and "BLACK THREADS," for the retailer.
Write us for samples and prices.

THE GEM CITY TOBACCO CO., DAYTON, OHIO.

PITTSBURG STOGIES

PITTSBURG STOGIES

East Jefferson Little Prince
Pan American
S. SMITH & SON,
MANUFACTURERS
112-14-16 East Jefferson Street,
ALLEGHENY, PA.

PITTSBURG STOGIES

PITTSBURG STOGIES

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers - - -	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.

DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

BAD WEATHER AT THE HUB.

Continual Rain Made a Difference in Week's Retail Receipts.

Boston, Mass., June 25.

Five consecutive days of rain this past week caused quite a shrinkage in the receipt of many of the retailers. Yesterday was a nice day, and many dealers claim their Saturday's business was better than it usually is.

The American Tobacco Co. has salesmen here selling Union Leader cut plug who are securing all available windows for a display of the same. Sample packages of this tobacco in 1 ounce tin foil are being distributed freely to the consumer of such class of tobaccos. A new deal is in force this week, to the effect that with every purchase of 2 pounds of plugs or cut plugs of the American Tobacco Co. brands, the retailer is getting one package of Union Leader 1⅔ ounce gratis.

Horseshoe snuff in the form of a 5 cent package has made its appearance here.

Peter Woodland, a 5 cent cigar guaranteed strictly long Havana filler is being placed with good success at Revere Beach.

A new 5 cent cigar is being advertised here on the bill board thus: "Get the Happy Habit. Sir Jonathan cigar made since 1893."

Kozak, the new 5 cent mouth piece Turkish cigarette of the Khedivial Co., New York, with 10,000 guarantee that the cigarette contains nothing but pure Turkish tobacco is being successfully placed by H. Swick the local agent for this concern.

James J. Condon the popular salesman for McGreenery & Manning was recently married to Miss Mary E. Healy an assistant editor on the "Youth's Companion." The happy couple spent their honeymoon seeing Niagara Falls.

Myer J. Haim, with Shinasi Bros., is here once more, and as usual is kept busy booking orders for Naturals and Egyptian Prettiest.

H. Block, of Chas. Goldsmith & Co., leaf dealers, New York, was a recent visitor here, and managed to put through a few deals with some of the prominent cigar manufacturers.

The Sweet Cherry Tip Cigarette Co., of 60 Merrimac street, is placing with the retailers a novelty in the line of paper cigarettes, viz., a cigarette with a cherry tip in the fashion of a cork tip cigarette.

Frank P. Norton, of F. P. Norton & Co., well known in business circles of this city, and for more than 35 years interested in the manufacture of cigars, died Monday morning and was buried on Thursday. Mr. Norton was a member of Boston Lodge Protective and Benevolent Order of Elks, and about 100 members of the lodge attended the funeral.

The Allen Tobacco Co., of New York, has come out with a circular notifying the jobbers that on and after July 1, all gratis on Telonettes extra large will be discontinued, and all orders received prior to that date will be shipped in rotation to the best of their ability, and must be paid for within 20 days after shipment to obtain benefit of full discounts.

A. Goldsmith, of Goldsmith, Silver & Co., left last night on an extended trip through the West. It is Mr. Goldsmith's intention to open many new accounts throughout the West and to put the M. C. A. cigar on a good footing in that territory.

The United Cigar store located on Bowdoin square now closes evenings at 8 p. m. This store formerly kept open evenings until 11 p. m.

J. Halpersohn, of the Hub Leaf Tobacco Co., was a recent visitor to New York, and reports that the leaf dealers there are asking high prices for all kinds of desirable leaf.

"Old Sport" Zugsmith, with the American Stogie Co., is once more in our midst.

At Harry Mandel's new store on Cambridge street, Harry says business is getting better daily and the constant clicking of his new cash register would verify his statement. El Cafe Bouquet cigars are getting to be favorites with many of his patrons.

Gordon Bros., of 999 Washington street, reports trade quiet since the Columbia Theatre opposite closed for the season. Although many worthy competitors sell the popular brands at cut prices, Messrs. Gordon are averse to this kind of business, and believe that successful cigar stores are the ones that sell goods at regular prices.

It was decided by the label committee of Cigarmaker's Union 97 last Tuesday night, to address a letter to the labor unions of New England regarding the use of union made cigars and tobacco, and asking each union to make special efforts in its vicinity to advance the cause.

Chas. L. Polep, a Hanover street jobber, made a big purchase of cigars, tobacco and cigarettes, from a revenue sale in New Hampshire and is now very busy disposing of the same.

Porto Rico cigars must be coming into demand once more; Julius Cohen, the Merchants' Row cigar dealer tells me he has just purchased almost 50,000 of these cigars, and that his many customers prefer them to our popular domestic brands. Mr. Cheinstein, the manager of the cigar department, contemplates sailing for San Juan, P. R., on or about July 1. BEN ALI.

AUTOMOBILE WITH 1,000 CIGARS.

Some One Will Get Horseless Carriage at a Low Figure.

There have been coupon schemes and coupon schemes, premiums and premiums, but here is one that is perhaps hard to beat—a locomobile to the purchaser of 1,000 cigars at $30. Seems almost impossible, doesn't it? Yet it isn't. To be sure, there is not going to be a locomobile given with each thousand cigars purchased, but someone is going to get a locomobile valued at $750 for a purchase of 1,000 cigars at $30.

The proposition comes from Shively, Miller & Co., cigar manufacturers, at Pottstown, Pa., and is made by them in absolute good faith, and will be carried out, as they are thoroughly responsible and are not in the business of "promise breaking." This is the way it is done:

With their F. F. V. brand of cigars, which are regularly sold at $30 per M, there will be issued to each purchaser of 1,000 cigars a ticket, which tickets are numbered consecutively. When the whole number of tickets allotted to this purpose shall have been distributed to purchasers a drawing will be held, and the holder of the coupon to the third ticket drawn will be presented with the locomobile.

Not a bad scheme, that; is it? The manufacturers of the F. F. V. brand claim that the cigars are a combination Havana filler and Sumatra wrapper, hand made. If you want it, write them for full particulars.

Rabell, Costa, Vales & Company

Finest Havana

Sole Purveyors, by Request, to the Royal House of Spain.

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98,
Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

which are regularly sold at $30 per M, there will be issued to each purchaser of 1,000 cigars a ticket, which tickets are numbered consecutively. When the whole number of tickets allotted to this purpose shall have been distributed to purchasers a drawing will be held, and the holder of the coupon to the third ticket drawn will be presented with the locomobile.

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HOPEFUL BUDGET FROM LANCASTER

Slight Improvement in the Leaf Market, What the Manufacturers are Doing.

Lancaster, Pa., June 26.

The local leaf market showed some slight improvement during the past week, and at least one transaction worthy of more than passing notice was reported.

Tobacco growers are being favored with excellent growing weather, and the plants are showing it too.

Manufacturing generally throughout the country seems in a more prosperous condition now than it has been for some weeks, and many factories continue to advertise for more cigarmakers.

John Slater & Co., the well known stogie manufacturers, contemplate the erection of a new factory building in the near future, which will afford largely increased facilities. The new site is on Columbia avenue, almost opposite their present building, the ground having been secured. Business with this firm has been exceptionally good this year, and it is now believed the year's output will exceed that of any previous year by nearly 50 per cent.

A. B. Levinite, of this city, has just returned from a short business trip to Philadelphia and New York. Mr. Levinite is having the best year's business in his experience. His last trip increased his orders on hand to a considerable extent.

A. D. Killheffer, of the Eureka Cigar Factory, at Millersville, states that he can scarcely get goods out fast enough to meet the demand. This is undoubtedly one of the busiest factories in that section. Mr. Killheffer is placing on the market a new brand of goods under the title of Louise de Valois, which is a ten cent product, put up in highly artistic packages. It is made in eight sizes.

J. G. Shirk, of this city, who is one of the best known wholesale tobacconists in the entire State, has been on a short business trip to New York, Philadelphia and other points, and placed considerable quantities of his special lines of goods with dealers.

David Bricker, son of Capt. J. R. Bricker, formerly a well known cigar manufacturer of Liberty, this county, is spending a vacation period with his father. For over three years Mr. Bricker has been studying tobacco growing in the South, a short portion of the time having been spent in Florida, and the remainder in Cuba. He will return to Florida, to remain perhaps permanently.

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"
It's Full of Havana. That's Enough for 5 Cents.
Correspondence Invited. Samples on Application.

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

JAY Y. KROUT, President and Genl Manager. J. M. BUCKLEY, Editor. H. C. MCMANUS, Secretary and Treasurer.

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Cable Address, Baccoworld. Havana Office, Post Office Box 362.

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One Year, $1.00; Six Months, 75 Cents; Single Copies, 5 Cents.
In all countries of the Postal Union, $2.00 per year, postage prepaid.

ADVERTISING RATES ON APPLICATION.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING CO., 224 Arch St., Philada.

PHILADELPHIA, JUNE 28, 1905

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

THIS OFFER IS THE BEST YET.

The coupon scheme may be dying, but during its life it has certainly given birth to some weird propositions for the giving of the consumer something for nothing. Years ago, the presentation of a boy's suit of clothing to a man for the faithful consumption of some thousands of cigars, would have seemed to exploit rather unusual business methods, but now, a little thing like that is quite in order.

Here is a scheme, though, placed before the consumers of the United Kingdom, which for startling originality takes all bets. A certain firm has issued the following circular:

"The ingenuity of the keenest brains has been taxed to the utmost in evolving new advertising ideas. Many and strange have been the devices submitted to an admittedly critical public, but we venture, with all humility, to submit that never in the annals of advertising has so novel and for the public, so advantageous, an advertising proposal been suggested as that which we have the pleasure of presenting in this little pamphlet.

"If you desire to be beautiful, if you desire to be healthy, and yet you are not possessed of sufficient means to invoke the highest art in the attainment of your object, we propose showing you how you may be both healthy and beautiful.

"It will cost you nothing. We shall get a good advertisement, and you will get the health and beauty. And what could you wish for more?

"The scheme, like all good things, is simplicity itself. We supply a full range of tobaccos and cigarettes in ¼ lb. tins and boxes at popular prices, to suit the pocket and palate of any and every smoker. Each ¼ lb. tin contains a numbered coupon. All you have to do is to collect 40 of these coupons.

"Upon bringing to us at —— 40 dental coupons, we will give you an order on our own dental surgeon, who is a duly qualified Licentiate in Dental Surgery of the Royal College of Surgeons, and is also appointed a dental surgeon to one of the largest local institutions.

"This gentleman is one of the finest scientific dentists in the country. The order will direct the dentist to do all that is required and everything that is necessary. You will be able to have hopelessly decayed teeth taken out painlessly under gas or chloroform. Other teeth which may be useful you can have painlessly filled or crowned, and in addition, you will be supplied with as many perfectly fitting artificial teeth as you may require, or, as may be necessary, and lastly, you will be able to call upon the dentist at any time you desire and as often as you choose, and have your teeth kept in perfect order for the space of 12 calendar months. In fact, you will have everything that the most advanced dental science can offer; that which costs the average person from £5 to £10, you will receive free of any cost or expense of any kind. The dentist will be paid by us. We shall get a valuable advertisement and you will receive incalculable benefit.

"We want you to fully understand, that in the ordinary sense of the word, this offer does not, and obviously cannot pay us. We shall, however, receive our reward by the benefit we shall derive for the advertisement which this extraordinary proposal will give us. Our standing in the tobacco trade is a guarantee that the offer will be carried out to the letter.

"The name of every person taking advantage of this proposal will be kept strictly private.

"The 40 coupons are available for any one person, man, woman, or child. Should you not wish to use them yourself, you are at liberty to nominate any one person you choose. This offer will hold good until December, 1906."

To get forty of these coupons it would be necessary to invest only about $13, for which one is supposed to get full value in tobacco. And armed with the forty, a man with a mouth like a decayed graveyard, can calmly camp out in the dentist's chair and stay there until he looks like an advertisement of fancy tooth powder.

It seems to us that for ten more coupons, the company ought to dig up a Licentiate in Corns and Bunions and fix a fellow's feet up.

THE Philadelphia retailers are so pleased with their picnic, held last week, that they are considering making it an annual affair. Seems like a good idea.

LET OUR CONSULS HELP THE AMERICAN MANUFACTURERS.

In response to a request, made by the bureau of manufacturers at Washington, the Massachusetts State Board of Trade has addressed a communication to the chief of the bureau, comprising several suggestions for the promotion of manufacturing interests in the United States.

One of these suggestions appeals particularly to The Tobacco World as a good one and it hopes for the benefit of its subscribers, that the bureau will consider it favorably.

This part of the communication from the Board of Trade explains that in the last 30 years the publications known as trade papers have come to be of very great importance in the industrial and commercial world. Each trade paper of standing is carefully read by all progressive and ambitious merchants and manufacturers in that trade, and each paper is resultantly anxious to print all the helpful information it can secure. The communication then says:

"If, acting through the medium of the editor of the consular reports, every member of the consular force could be made an occasional correspondent of every considerable trade paper in the land, information could be disseminated in far greater abundance than at present.

"This would mean the systematizing of the collection of news and suggestions from our corps of consuls, in place of what appears now to be a somewhat haphazard method of reliance, in whole or in part, on the enterprise and ingenuity of the consul himself. Today it seems much as if a managing editor were to say to his staff: 'If you run across any news, write it up.' You have at hand 200 or 300 trade journals anxious to print any good matter you can get for them. Why not organize the collection with the system and thoroughness that a great newspaper office would devise?"

There is no doubt that a consul with his wits about him has a splendid chance to size up trade conditions in the vicinage of his station and to appreciate generally neglected or special opportunities for American manufacturers. A great deal of the matter now written by certain consuls shows what can be done when they set about it particularly, and if the Government decides to urge that they do, there is no doubt that business in the United States will receive no little benefit.

Philadelphia Tobacco Trade.

The leaf market is rather spiritless these days, and no one is doing a great deal of business. A little Sumatra is being sold, because manufacturers can't get along without it, and good prices were obtained, as the buyers were evidently convinced that there was no way out of it. But little domestic tobacco was sold for the reason that there isn't much to be had. There was a light demand for Havana, but manufacturers are evidently waiting, whenever possible to learn more about the new crop before they consent to pay the prices that are asked. This will avail them nothing, however, as it is a practical certainty that the new crop will bring just as stiff prices.

In a news way there was nothing stirring in the leaf market. There were no changes, and no fluctuations in prices to record. The market has apparently settled down into a summer listlessness which won't be broken until time for the new crops.

Here and There With the Retailers.

The hot weather of the last week or so hasn't helped the retail market any, and though something like a fair trade was done, there was no snap to business. Little cigars, cigarettes and the like, sold pretty well, but the cigar trade fell off, and the box trade seemed as if it had been struck by lightning. The stores in residence sections are doing better for the reason that more men sit around on their porches and stoops at night and smoke steadily to keep the mosquitoes and flies away. Business is never very brisk in Philadelphia in the summer time, and it is not expected that there will be much doing until fall.

B. Frank Batten is learning to converse largely by signs. During the busy part of the day, the constant stream of trolley cars at the foot of Market street make a terrible din, and as Mr. Batten's store door is always open, there are times when he can hardly hear himself think. This by no means interferes with his business, though, which is all that could be desired.

Notaro Bros. are comfortably fixed in their new store at Tenth and Chestnut street, where they removed from a location a block above. This firm has been quite successful in this city, and has succeeded in getting a very good class of customers.

Barney Greenburg, city manager of the United Cigar Stores Co.'s local branches, declares that his stores are all as busy as they can be, and that the number of regular customers is increasing.

Jos. Way is selling plenty of goods at his two Market street stores, and says that the hot weather hasn't affected his business any to speak of.

There were a number of traveling salesmen in the town during the week, some of whom reported that things were slowing up a little on the road in anticipation of the summer dullness. Business seems to be better the farther West a drummer gets.

If the red devils in the hereafter are as

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

entertaining individuals as those that were at the retailers' picnic, the bottomless pit won't be such a bad place after all.

Robert H. Driver, for years extremely well known as one of the prominent retailers and jobbers in Philadelphia, was killed last week by being thrown from a carriage. The accident occurred near Fifteenth and Dauphin streets where the horse attached to the carriage became frightened at some passing cars and bolted. Mr. Driver was thrown violently out, and died almost instantly. The former retailer was about 65 years old and lived at 1631 Francis street with his sisters. Until a few years ago he conducted a large store at the intersection of Broad street and Ridge avenue, and built up a very wide acquaintance. He was intensely fond of horses and was well known among horsemen generally. Mr. Driver was regarded as a wealthy man, and owned considerable real estate in Francisville. The funeral took place on Sunday.

Wm. Watkins, retail dealer at Sixteenth and Race streets, who carries a rather exclusive line of goods for his patrons, is now devoting some space to a display of the new Match It cheroot advertising cartoons. Mr. Wilkins is one of the few dealers of this city who carry a line of H. F. Fiddler & Co.'s famous El Rocco brand of nickel cigars.

With Manufacturers and Jobbers.

The manufacturers report that business is keeping up, and the factories are still working full time, and some of them overtime. Eisenlohr factories have been outdoing themselves and so many Cincos are being made that it is a wonder how they are all smoked. The firm is constantly enlarging its territory, and it will not be a great while before their famous cigar will be known in every town from coast to coast.

The men who are on the road are still returning satisfying lots of orders and expect to be able to continue them for some weeks to come. The manufacturing end of the trade is the big end just now, but it will probably have to take its turn at being dull during midsummer.

The firm of Teller, Kleinsmith & Co., which was recently organized in this city, has been dissolved by the withdrawal of Mr. Kleinsmith, and the style of the new firm is now Leopold Teller & Co. The company will continue to manufacture a high grade of goods.

The El Draco Manufacturing Co. is working its factories hard and everything is being rushed to keep up to orders. This firm has several brands that have earned decided pobularity so that there is a steady run on them.

Dempsey & Koch are being kept busy in their new home. A great many of this firm's goods go West where they seem to have hit the consumer's taste just about right.

It is a pleasure to announce that Lieut. Lynch, the police official through whose carelessness the factory of Weaver & Son, Sixth and Race streets was recently robbed of $600 worth of stuff, was discharged from the force after an investigation by the police board of inquiry. This is decidedly a step in the right direction, as the undertaker says.

A. L. Valentine & Son, in their enlarged quarters, are managing to fill the space all right. The firm says it has about all the orders it can handle. Maybe those fine looking signs do it.

Shively, Miller & Co. are pushing their Thos. A. Edison cigar on this market by various advertising methods. The latest is the extensive free distribution of caps made in two or three colors, which bear the name of the cigar.

Those who deal with Harvey D. Narrigan & Co., and few retailers don't, have noticed that one of the features of his place are the bright little girls who see that a customer gets what he wants in the shortest possible time. Everyone has a good word for these girls, who are attentive and capable. One of them was Miss Josephine M. Saunders. As the daily papers told at length, Miss Saunders took two of her younger brothers to Washington Park last Sunday evening for a breath of fresh air, and while engaged in hunting for one of the boys who had become separated from her, fell through a hole in a platform and was drowned. The girl was barely nineteen years old. At

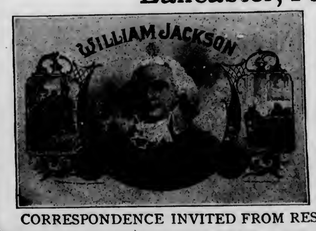
YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.
We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

J. E. SHERTS & CO.
Lancaster, Pa.



Manufacturers of
High-Grade
Seed & Havana
Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

A Trade Directory that Directs

WE HAVE BEEN WORKING day and night on our new "Tobacco Trade Directory and Ready Reference." The end is in sight, and we can promise the most complete, correct and standard work of the sort ever published. We have beaten our last Directory a hundred per cent, and we have gotten together a book that will find its way to the elbow of every wide-awake member of the trade.

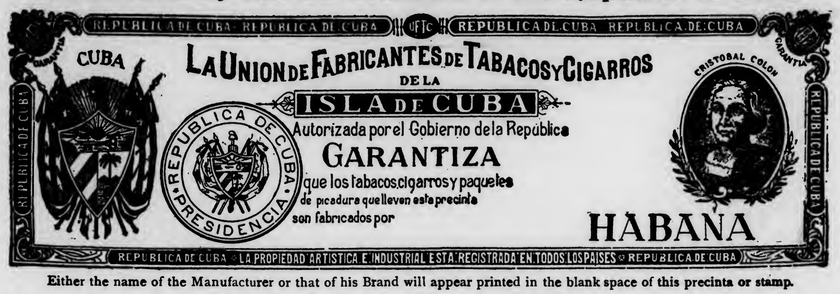
Very soon now we'll give you a definite date of publication.

TOBACCO WORLD PUBLISHING CO.
PHILADELPHIA, PA.

This One Will Be a Record Breaker

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba



Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut loaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

times the power which selects those of us who are to go first is most certainly inexplicable.

The Havana Tobacco Co. is advertising its Bock panetela by a quarter of a page ad. in the local daily papers. An actual size fac simile cut of the cigar is printed and the rest of the ad. is taken up in a description of the brand. The price is 15 cents or $12.50 a box of 100. The ad. states that "the cigar itself weighs two pounds per thousand heavier than it used to—costing $7.50 more import duty on every thousand, yet the price remains the same." The ad. further states that the Bock panetela is on sale in all reputable cigar stores where imported goods are sold.

The advertising cartoons recently adopted by the Manchester Cigar Manufacturing Co., for the well known Match-It cheroots are now much in evidence, and a number of attractive displays are noticeable throughout the city. Thos. F. Fitzgerald, jobber and dealer at Forty third st. and Lancaster ave., is devoting one of his fine large bulk windows this week to a display of the Match-It cartoons and the other to the Golden Eagle little cigars, with telling effect.

F. B. Robertson, factory representative of the Match-It cheroot, has been on a week's trip through eastern and central Pennsylvania. The itinerary included Trenton and Phillipsburg, N. J., Easton, Bethlehem, Allentown, Reading, Milton, Altoona, Harrisburg and Lancaster, Pa.

Judging from the numerous window displays of the Tom Keene cigars now being made in this city, there is every evidence of energetic work, on the part of the newly appointed distributors of those goods, Goldsmith & Arndt. One of the most attractive window displays of the Tom Keene cigars is now on exhibition at Davidyan, Jr. Co.'s store at Ninth and Arch streets.

THE RETAILERS' PICNIC.

The first picnic of the Retail Cigar and Tobacco Dealers' Association of Philadelphia was held last Wednesday, June 21, at Maple Grove (Fox Chase), and has been pronounced a success, financially and otherwise; so much so that a strong sentiment has arisen favoring it as an annual occasion. The atmospheric conditions were not very favorable and no doubt were responsible for the fact that there was not an even larger attendance. Various games and sports were provided and all were fully enjoyed.

The Ball Game.

One of the most interesting and exciting events of the day was the ball game. The opposing sides were the "Red Devil" and "Arrow" teams. J. Harvey McHenry was captain of the former and H. J. Miller of the latter. It was found necessary to call the game in the seventh inning on account of the lateness. The final score was:

Red Devil	18
Arrow	17

There was some fairly heavy batting produced by the Red Devil team in the second and fifth innings. The Arrow team got in most of their runs in the first, fourth and sixth innings, but the strong lead that was secured by the Red Devils in the fifth inning could not be overcome. The excellent work of Clapp, Patterson, Fitzpatrick and Sheldon, of the Red Devil team, overweighed the efforts of H. J. Miller, W. C. Miller, Groves and Evans of the Arrow team. As an umpire D. A. Schaible was there with the goods.

The score in detail:

RED DEVIL	R.	H.	E.
Clapp, 1b	4	2	2
Toub, p	3	2	1
Patterson, c	3	3	0
Fitzpatrick, 2b	3	3	0
Sheldon, ss	3	2	1
Griffiths, 3b	0	1	0
McHenry, lf	1	1	0
Taylor, cf	1	1	0
Gilhool, rf	0	3	0
	18	18	4

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market,
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.
of
Baltimore, Md.

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

THE TASTE TELLS QUATILITY Yes! it is Different 5¢ CIGAR
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.: THE UNITED NEWS CO. PHILA. Distrib's. Gen'l.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

NATIONAL CIGAR CO.
.... OFFICE ....
Heed Building, 1215 Filbert St., Philada.
DISTRIBUTORS FOR
GEO. L. STORM & CO., New York
EL NACIONAL CIGAR CO., Tampa, Clear Havana Cigars
MAKERS OF
CLAYTON'S CHAMPION
Bell Telephone: 44-67A Filbert. GEO. E. CLAYTON, Manager.

ARROW	R.	H.	E.
H. J. Miller, p	4	3	0
W. C. Miller, c	3	2	2
J. E. Groves, 2b	2	2	0
Soren, 3b	1	1	1
Evans, 1b	3	2	0
Finley, ss	2	1	1
Zerbe, lf	1	2	0
Simpson, rf	0	1	1
Adams, cf	1	1	0
	17	15	5

Red Devil	3	6	0	3	5	1	0	—18
Arrow	4	0	2	4	2	4	1	—17

Advertising Features.

Full advantage was taken of every opportunity for advertising. "Red D" signs were much in evidence, and following closely in their footsteps was the advertising done by H. J. Miller, representing "Arrow" cut plug, who had arranged some effective displays. John T. Taylor, for Shively, Miller & Co., Pottstown, Pa., manufacturers of the "Thos. A. Edison" cigars, distributed advertising caps for the benefit of that brand.

A unique exhibit was made by Arthur Hagen & Co., representing the Berry-Suhling Tobacco Co., on the latter's "Staff of Life" plug tobacco, and in conjunction with it, a guessing contest was held which proved a great attraction and an unqualified success.

In a sealed glass jar were a certain number of tin tags such as are used on "Staff of Life" tobacco. Tickets were issued which entitled the bearer (provided he was a retail dealer in tobacco) to a guess on the number of "Staff of Life" tags contained in the jar, which was exhibited. Seven prizes were offered, as follows:

1st Prize.—6 pounds Duke of Athol, 5½ ozs.; 5 pounds Federation, 1⅔ ozs.; 3 pounds Staff of Life, 5 to lb.

2d Prize.—6 pounds Duke of Athol, 5½ ozs.; 5 pounds Red Raven, 2½ ozs.

3d Prize.—3 pounds Duke of Athol, 5½ ozs.; 3 pounds Staff of Life, 5 to lb.

4th Prize.—3 pounds Duke of Athol, 5½ ozs.

5th Prize.—5 pounds Federation, 1⅔ ozs.

6th Prize.—3 pounds Staff of Life, 5 to lb.

7th Prize.—5 pounds Red Raven, 2½ ozs.

The goods serving as prizes were, of course, donated by the manufacturers.

During the course of the evening the exact number of tags in the jar was announced to be 4,032, and an examination of the tickets which had been deposited in a receptacle provided for the purpose, revealed the fact that guesses were ranging from 1,215 to 9,810, and that the seven prize winners were as follows:

First—F. Sontag, 158 North Second street.

Second—J. E. Groves, 4201 Lancaster avenue.

Third—A D. Engel, Broad and Porter streets.

Fourth—H. W. Wiggins, 1101 Cooper street, Camden.

Fifth—R. Adams, 362 East Chelten avenue, Germantown.

Sixth—J. I. Hassan, 6635 Woodland avenue.

Seventh—N. Elwell, Seventy third street and Woodland avenue.

An orchestra composed of several pieces was furnished by Arthur Hagen & Co. All the musicians were dressed in "Red D" costumes.

J. Harvey McHenry, of Arthur Hagen & Co, entertained a number of invited guests at supper on the grounds.

At a reasonably early hour the party started on its return trip to the city mostly by trolley, and although somewhat fatigued, they were none the worse for the wear.

Now They Say:

That D. A. Schaible was the most graceful dancer on the floor.

That A. M. Griffis showed good taste in his selection of a dancing partner.

That Thos. A. Edison Taylor was the heavy weight in the ball game.

That Leda Clapp was the champion runner.

That Jesse Groves was little, but—

That several pairs of trousers suffered misfortune in the ball field.

That the ladies regret that McHenry is a groom.

That Jas. A. Halfpenny had a very popular job.

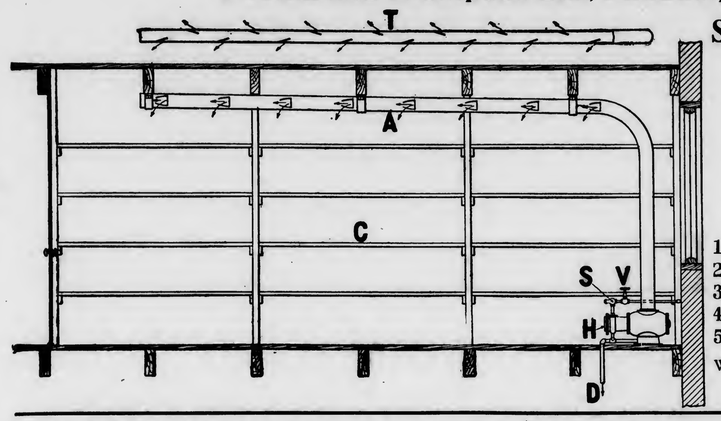
That Jimmy Hassan was everywhere at the same time.

RUN SLOT MACHINE IN SPITE OF THE MAYOR.

Cincinnati, O., June 26.

The slot machines which Mayor Helmbold ordered out of Newport recently were put in operation again a few days ago by cigar dealers who claim that the Mayor went beyond his authority, as there is no law on the statute book against the use of the machines. So far the dealers' have been unmolested.

SCHUTTE & KOERTING COMPANY,
Twelfth and Thompson Sts., Philadelphia, Pa.



SCHUTTE--KOERTING MOIST VENTILATOR,
used in connection with store-rooms of cigar factories and to maintain a certain degree of humidity, thus enabling goods to be stored for an unlimited time without deterioration.

PRINCIPAL FEATURES:
1. Low in Cost.
2. Operated by City Water Pressure.
3. Requires No Attention.
4. No Drip Occurs; Humidity Uniform.
5. No Wear and Tear.

We estimate on Complete Humidifying Plants.
Correspondence Solicited.

CLEARING SKIES IN YORK COUNTY.

Cirgar Manufacturers Expect Improvement in Their Business.

York, Pa., June 26.

York county business is beginning to look up. The clouds of uncertainty which darkened this section for several weeks are clearing away, and gleams of hopes are beginning to be felt. Reports from various sections of the county indicate these facts, and in other ways there is evidence of a speedy improvement.

Greater activity is being assumed by nearly all members of the trade, and we now venture the assertion that ere long the improvement will be an accomplished fact. Whenever one sees a united effort in a certain direction it is almost sure to bring its result, and that is just about what is going on now.

Warren Beck, of Warren Beck & Bro., who is well known in the trade for his reliability, states that while the demand for their lines of higher grade goods has been fairly good all the year, there is indication of considerable early improvement.

Jacob A Mayer, of J. A. Mayer & Bros., of West York, has returned from the West, where he met with a hearty reception everywhere, and again shook hands with many old customers, some of whom he had not seen for years, and some of whom he had not met personally before. He speaks most encouragingly of prospects.

H. F. Kohler, of Nashville, this Co., reports progress, for ever since the first of the year he has been unremittingly busy, and the only change he says he has noticed is that the demand is running stronger and stronger in the line of finer and higher priced goods in his products.

Peter McGuigan, of Red Lion, is erecting an addition to his factory on East High street.

Blochinger & Co.'s new factory is practically completed, and will soon be ready for occupancy.

Some days ago an excursion was given to the employes of Miller Bros' Cigar Box Factory, of Red Lion, to their lumber camp at Mt. Washington, Md., which was thoroughly enjoyed by all the participants.

S. F. Snell, formerly of Red Lion, but now living at Dowagiac, Mich., where he is still engaged in the cigar manufacturing business, was a recent visitor to Red Lion,

GOOD REPORTS FROM READING.

Factories Busy and Competent Cigarmakers are in Demand.

Reading, Pa., June 26.

The cigar industry in this section can be said to be good. There is scarcely an idle cigarmaker, who is worthy of his hire, to be found anywhere, and some factories seem desirous of employing more hands, if the right kind of help can be secured.

The cigar factory of Eisenlohr & Bros., at Seventh and Washington streets, is one of the busiest in Eastern Pennsylvania. Owing to the rush of orders the place is working until 9 p. m. on Tuesday and Thursday of each week. The factory, which is equipped with every convenience, is gradually filling up with employes and the force has now reached 170 hands, of whom 130 are cigarmakers. The outlook is regarded as bright by Mr. Eisenlohr, who visits the factory every week. The firm makes only high grade cigars and expects within a year to employ 400 hands. Their Reading factory contains more floor space than the Boyertown plant, which has an annual output of 10,000,000 cigars. Curtis E. Crouse is the superintendent here.

H. S. Hosler, now sole proprietor of the Continental cigar store, at Ninth and Elm streets, had a gala day at the reopening of his establishment, which has been thoroughly altered, Saturday a week ago, upon which occasion he had a band of music in attendance from 9 to 11 o'clock, and a souvenir was given to each caller.

John J. Seitz has opened a cigar factory and retail store opposite Carsonia Park, one of Reading's famous resorts.

W. W. Riegel is running a full force, principally on fine nickel goods.

Fleck Cigar Co., Ltd., reports an exceptionally good business.

DOREAS
FINE HAVANA FILLER
4¼ inch CIGARS PERFECTO or STRAIGHT
A Great Five-Cent Cigar
H. S. HARTMAN, Manufacturer, Lancaster, Pa.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

L. S. STAUFFER,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

The PROGRESS
SHORT FILLER
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

Manufactured by

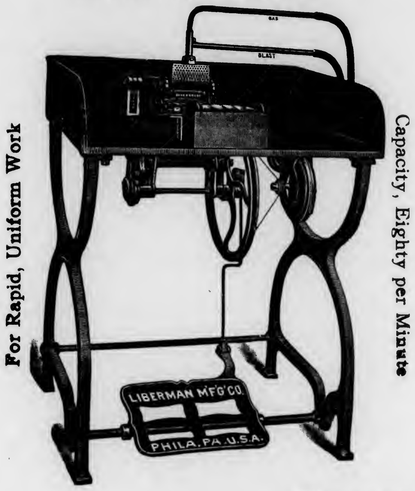
N. H. BORGFELDT,
Nos. 341 and 343 East Fifty-Ninth Street,
NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

Liberman's Latest Machines

BRANDING MACHINE

For Rapid, Uniform Work



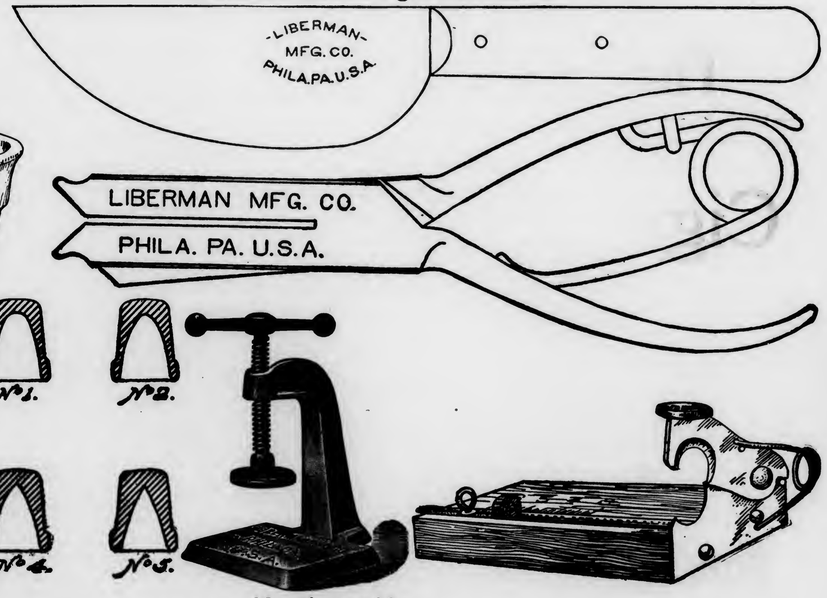
Capacity, Eighty per Minute

SUCTION TABLE

Palm Rolling Essential to Hand Work

Adopted by the Leading Manufacturers

Warranted Hand Forged Steel Blade



Manufactured by

Liberman Manufacturing Company
240--42 North Third Street, Philadelphia.
New York Representative, N. H. BORGFELDT, 341 East Fifty-Ninth Street

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.

Manufacturer of
High-Grade
Seed and Havana
CIGARS
Correspondence Invited from Responsible Houses.

RESERVED FOR
IONA TOBACCO CO.
Lancaster, Pa.

A. D. KILLHEFFER
Maker of

High Grade CIGARS
All Fine Workmanship.
Goods Sold Direct to Jobbers and Dealers. Communicate with the Factory. We Can Save You Money.
No Salesmen Employed.
MILLERSVILLE, PA.
Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.
Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars

SHORT TALES OF DRAMATIC INDIANA—No. 4

The young man boarded the express and selected a seat in a corner of the smoker. He did not smoke, but he watched the other men with cigars between their teeth, with a mixed expression of contempt and triumph.

Just as the train was about to pull out, a quiet looking man stepped aboard, and after giving one keen lightning like glance around the smoker, from behind half shut lids, settled himself not many seats from the young man. He wore a slouch hat, which he pulled down over his eyes and settled himself as if for a doze.

But dozing? No. An unusually acute observer might see that those colorless eyes lost not a movement made by the young man.

On flies the train carrying the watcher and watched, each apparently intent upon his own thoughts.

At last a station well in the country is reached, one of the few stops the train makes. The young man gets up from his seat, brushes the dust from his clothing and descends upon the platform. The other man also alights from the train—but on the other side. He crouches low in the sparse bush.

The train steams away from the little station leaving the young man apparently alone. He heaves a sigh of delight and strikes out across country. Occasionally he chuckles, and had there been anyone near to observe, they would have noticed the malevolent purpose which his countenance denoted.

But softly as an Indian, a hundred yards back, comes the passenger who was so quiet and seemed to doze.

At last, after a mile and a half has been covered, the first man comes to a hut. He is practically in the woods, although the village is close by. A sharp look around him and he enters the hovel.

With a sudden intaking of breath the man in the rear comes to a stop. And now he advances more cautiously. He is but fifty yards away. Down on his stomach he goes, and the rest of the distance is fairly crawled.

He reaches the door. He peers in. For a full minute his eye searches the interior. And then, his face deadly stern, he whips a wig from his head, tears off his false mustache, draws an air gun from his trousers and steps inside.

There, he stands, grimly silent.

The young man looks up. "Bingerton!" he gasps, and then, utterly broken, he moans in terror. Something drops from his nerveless fingers.

"So I've tracked you at last, have I?" says Bingerton, his face tense with awful satisfaction. "Through jungles and across plains have I followed you, in the midst of silent forests and through the wicked din of busy cities. At last I've found your lair. Here is where you perpetrate, aye perpetuate your crime, and here is where the death knell of your career is sounded."

He advanced to the sobbing man and picked up the thing which had dropped from his hand.

"I have even seen you in the commission of your unspeakable fault," he continued. "I have seen you in your secret shame. Your race is surely run.

"Geoffrey Tinkletop," he said with intense earnestness, "I arrest you in the name of fair Indiana on the charge of keeping a cigarette paper." He held out that which he had picked up.

But there was no one to see. Tinkletop, seasoned criminal as he was, had fainted.

SALES SMALL IN DANVILLE, VA.

Little Coming in and Loose Market Entirely Without Interest.

Danville, Va., June 24.

Sales on this market have been very small for several weeks, not averaging thirty minutes a day, and are expected to continue small for some weeks to come. The loose market is entirely without interest. There is so little coming in that there is a small corps of buyers and very little interest taken in the sales. Most of the larger buyers are entirely off the market, and have left the buying to the smaller concerns.

Prices are without change and are not altogether regular. Occasionally some very cheap tobaccos sell, and then again high prices are occasionally paid for something special. There is nothing selling in the way of good to fine tobaccos, and no wrappers in the breaks at all.

The weather has been fairly favorable on the crop. There is some little trading in round lots, but no large transactions have been consummated.

TURKISH TOBACCO IS BEING GROWN IN VIRGINIA.

The tobacco trade and the United States Department of Agriculture are watching with interest the developments in growing a cigarette tobacco in Virginia to resemble Turkish tobacco. R. W. Boch, of Philadelphia, requested a sample, which was immediately forwarded by the officers of the Department.

This sample on which experiments in plant breeding are being made in Virginia has proved of a quality resembling closely the Turkish cigarette. It is claimed to be the first Virginia tobacco which does not become soft and tend to cake with heat.

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.

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H. S. WALLICK, York, Pa.

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Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
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Manufacturer of

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Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
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FAILURES DUE TO CREDIT GIVING.

Dealer Should Prefer Small Cash Trade to Large Shaky Credit One.

An article which should be read and heeded by every cigar and tobacco retailer who is in business to make a living is printed in the last number of "The Irish Trade Journal," under the title "On Giving Credit." There is a great deal of truth in every sentence of it, which applies just as forcibly in the United States as in the country in which the article was written. The writer says:

"The subject of giving credit to customers by retailers is of such vast importance to the trade that we make no apology for devoting our leading article this month to discussing it. It cannot be disputed that four fifths of the failures amongst Irish traders may be traced to bad debts made through giving indiscriminate credit. When a trader finds himself unable to pay his accounts and the inevitable meeting of creditors follows, very probably his explanation is: 'I would not be in this position if I could collect the money that is due to me. There are hundreds of pounds owing to me throughout the country which I cannot get.' Very true, but in the eyes of business men it makes the trader's failure look worse for being such a gullible fool.

"Competition is very severe, and it is to this competition that the giving of indiscriminate credit is attributable. Indeed, the competition is generally so keen that one shopkeeper looks with jealous eyes on another if he notices any of his customers patronizing the latter's shop; consequently, in order to retain his customer, a trader has very frequently to 'oblige him' with credit 'until he comes in again.' Considerable discrimination must be used in such cases, for the usual result is that in nine cases out of ten when the customer has some ready money about him, he will round the corner to the opposition shop that does not give indiscriminate credit, and buy his requirements for cash. The very fact of owing money to one house is sufficient inducement for him to bring his ready money custom elsewhere, and doubtless a good number of our readers have learned this to their cost.

"It is against this system of giving in discriminate credit that we would warn our readers. The desire to secure a big turn over and have a large number of clients on one's books is a praiseworthy one, but the trader should bear in mind that one bad debt is more than sufficient to wipe out the profit on the cash sales on many days. Besides, even if such credit transactions do not end by becoming bad debts they often, as we said before, hamper future dealings. We have known parties who, having obtained credit from traders, on being asked to pay, deliberately transfer their custom elsewhere, and if the trader puts on any pressure, although he gets paid, he will make, perhaps, a life-long enemy for the future of his former customer.

"We do not, of course, mean to impute that every man who asks credit of a trader intends to swindle him, but from experience we have found that it is the wiser plan to refuse credit unless the trader is fully satisfied as to the bona fides of the applicant, and that prompt payment will be forthcoming. How to manage this must be left to his own discretion. No general rules can be laid down, as he must be guided by circumstances.

"Perhaps the most general method of obtaining goods under false pretences is by means of the post. A trader gets a letter on fine-toned notepaper handsomely embossed, with perhaps a crest, and signed with an aristocratic name, ordering some goods on approval. The trader is impressed with the magnificence of the notepaper, and without hesitation forwards the goods, without the least chance of ever getting paid. A case in point is that of the Wexford 'gentleman' who, some weeks ago, wrote to several Dublin houses for goods, styling himself Captain or Major—we forget which—amongst the goods being some valuable jewelry. He got the goods, but he afterwards got some months in one of His Majesty's prisions, as it was found that he had no means whatever, and was never in the army.

"Let traders remember that a small, safe, cash trade is infinitely better than a large, shaky credit one, and that it will show up considerably better when the scales are being balanced at the end of the year."

TOBACCO ASSO. MEETS NEXT WEEK

At Old Point, Va. Questions of Importance Will be Discussed.

The Tobacco Associatton of the United States will hold its fifth convention on Tuesday, Wednesday and Thursday of next week, at Old Point, Va. From indications there will be a good attendance, and there will be a number of interesting discussions on methods by which the members will be benefited.

Among the questions that will come up will be those of Parcel Postage and the Insurance System, which in most States is arbitrarily controlled. It will also be argued as to whether, from the standpoint of the American shipper, it is desirable to have reduced excess duty on strips in England. This question is being actively agitated in England, and it is believed by some that the next Parliament will bring about the reduction.

—Another Red Cross scandal has developed near Kazan, European Russia, through the discovery that a contribution of 5,000 pounds of tobacco, intended for distribution among the soldiers in the field, is now on sale at Harbin.

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Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
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1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
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1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
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The Centre of the Best Zimmer Growing District.

IMPROVEMENT OF TOBACCO BY BREEDING AND SELECTON.

(Continued from last week)

The Adaptation of Tobacco to Soil and Climatic Conditions.

The general principle of the necessity for the adaptation of seed to soil and climatic conditions, which is recommended by the best authorities in plant breeding, is forcibly emphasized by the experience of the writer with tobacco. In the case of cotton and corn Dr. H. J. Webber has made the observation that evidence is accumulating which shows that these crops must be bred and adapted to soil and climatic conditions, and that in order to obtain the best results growers must select their seed in the locality where the crop is regularly grown. From the fact that the tobacco plant is influenced in such a marked degree by soil and climatic conditions, this crop is a particularly striking example of the benefits to be derived from the selection of seed in districts where it is to be grown.

During the seasons of 1901 and 1902 Florida-grown Sumatra seed was introduced into the Connecticut Valley by the Bureau of Soils and grown extensively on the tobacco plantations of that region. This tobacco seed was imported into Florida from the island of Sumatra several years previous to its introduction into the Connecticut Valley and had become adapted to Florida conditions. The crops grown in the Connecticut Valley from this seed showed a lack of uniformity, which resulted in the breaking up of the variety into a number of distinct types. A small proportion of the plants in these fields held true to the Sumatra type and produced a satisfactory yield of desirable wrapper leaves, but not more than 5 per cent of the first generation were typical Sumatra plants, and the remainder were divided into a large number of distinct, clearly defined types, most of which were radically different from the parent variety. Some of these types were apparent reversions to varieties not adapted for wrapper purposes, the leaves lacking the proper shape, body, elasticity, gloss, and other characteristics of the Sumatra tobacco. The individual plants in these types also showed great variability, and the cultivation of such a mixed and variable crop entailed a great loss to the growers on account of the small proportion of high-priced tobacco obtained and the increased cost of sorting this irregular product. The crop of 1903, grown from seed saved from that of 1902, according to the ordinary custom of tobacco planters, showed continued variability and a reproduction of the undesirable types. In 1903 typical plants of all the different types were selected for seed purposes and the seed protected from cross fertilization by covering the flowers with paper bags. In 1904 the plants grown from seed saved in this manner were strikingly uniform in type and closely resembled the parent plants in all characters.

One of the best illustrations of the effect of the change of soil and climatic conditions upon tobacco is the experience of the growers who used imported Cuban seed for the production of wrappers in the northern districts of the United States. The crops grown from such seed produced a large proportion of the so called freak type of plants, which are very undesirable and bear a large sucker or branch at the axil of every leaf. The leaves of such freak plants are very small, sharply pointed, thick and heavy, and practically worthless for wrapper purposes. According to a very careful estimate this type of plant constituted at least one-third of the crop grown from freshly imported seed from Cuba. Among the types constituting the remainder of the crop were typical Cuban plants producing a desirable tobacco which was used as a substitute for Cuban grown wrappers. This variation in type was commonly attributed by the growers to the Cuban practice of saving seed from sucker plants. However, seed selected in the season of 1904 from the most desirable plants that could be found in Cuba, and taken from the main stalks, produced crops in the Connecticut Valley which showed only a slight improvement in uniformity of type over previous crops grown from the ordinary Cuban seed taken from suckers in the usual way. The crop in Cuba from which this especially selected seed was harvested was particularly uniform in shape and size of leaf and general type; therefore, the variation in type observed in the northern-grown Cuban plants must be attributed to the effect of the change of soil and climate conditions. In 1903 plants grown in the Connecticut Valley from Florida grown Sumatra seed were grown in South Carolina with a view to producing cigar wrappers. The leaves harvested from these plants were very thick and heavy, resembling the South Carolina plug-filler type of tobacco. They possessed none of the characteristics of cigar wrappers except the shape of leaves. This change of type was doubtless due to the influence of the soil and climatic conditions in this section of the South.

It has been frequently observed that when a variety of tobacco has been grown in a particular region for a number of years it undergoes a gradual change, and produces a type peculiar to that region or locality. This condition explains the adaptability of certain sections for the production of types of tobacco supplying special market demands. In most of these crops a small proportion of plants is found which produce leaves most nearly conforming to the market standard for this class of tobacco. By saving the seed from these plants accord-

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We Sell to Jobbing Trade only
5¢ OLD HICKORY
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CHASKEL'S
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Cigar and Tobacco Flavors
SPANISH BETUNE,
MATADOR and LA VUELTA
Our Flavors Surpass All Others in STRENGTH and NATURAL AROMA. Write for particulars.
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ing to the methods of selection to be described later, a uniform crop of the desirable type may be secured which will be adapted to the local soil and climatic conditions.

The character of the soil in any region varies to such an extent that every farm presents a different set of conditions peculiar to its location. In view of the effect of a change of conditions upon the character of the plants, it is important that the grower select his tobacco seed on his own farm. After a variety has become adapted to the grower's conditions of soil and climate the yield and quality of the crop can be improved by the selection of the most desirable plants in the field for seed production. In buying seed the grower has no evidence from the seed itself as to the nature or quality of the plants which it will produce, and he is likely to lose a crop owing to the use of undesirable seed. The type of tobacco grown on the individual farm establishes a reputation in the market and determines to a considerable degree the value of the crop produced. The careful selection and improvement of the type by the grower not only increases the yield and quality of his crop, but the reputation thereby acquired insures a high price and a ready market for such tobacco.

Many tobacco growers follow the plan of saving a large amount of seed from a desirable crop, and using this seed for several years, instead of depending on the selection of seed from every crop. They entertain the idea that vitality of tobacco seed does not deteriorate with age and that the continued growing of the same tobacco on one farm causes a deterioration in the yield and quality of the crop. Such a practice may be ad visable where the farmers give no attention to seed selection or follow the ordinary method of saving seed without a careful study of the seed plants and the quality and yield of leaves they produce. Tobacco seed is known to retain its vitality for several years if kept under the proper conditions, but it has been demonstrated that the vigor of germination is reduced and the value of the seed impaired by age, even though the circumstances of storage are very favorable. Owing to the possibility of the failure of a crop, due to unfavorable seasons or the destruction of the plants by storm or other accident, enough seed should be selected from every successful crop to produce plants for two or three seasons. The surplus seed need not be used for planting, unless the resulting crops are injured or destroyed by unfavorable circumstances, in which case this plan will prevent the loss of the type grown and selected by the farmer. The yield and quality of the crop will certainly deteriorate where the best plants are topped, where proper attention is not given to the principles of seed selection, and where the injurious effects that may follow from cross pollination in the tobacco plant are not recognized.

(Continued next week)

BURLEY SCHEME IS REALLY DEAD.

Efforts to Revive the Growers' Association Meet with No Success.

Lexington, Ky., June 24.

Efforts to revive and reorganize the defunct Burley Tobacco Growers' Association, which went to pieces last year after a futile attempt to control the Burley crop, are not meeting with the success hoped for by the reorganizers. According to the statement of a prominent tobacco grower here, who has heretofore been identified with the movement, but who has declined to be further allied with the organization, the scheme is as dead as free silver, so far as resurrecting it on the old lines is concerned. Discussing the question of reorganization from he standpoint of the grower, the gentleman above quoted said:

"The tobacco growers, of which I am one, are going to be very careful in the future before they enter such an arrangement. Believing they would win, they went into the association with enthusiasm, blind to the consequences that ensued, when the failure of the scheme was announced. Hundreds of farmers and growers had signed the contract, giving the association an option on their crops, and this tied up their tobacco so completely that it was difficult for them to dispose of it when it was discovered that the association was unable to redeem its promises and pay for the tobacco it had bargained for conditionally.

"This worked a great hardship on the tobacco growers. When it finally dawned on them that they must sell or keep their crops at a ruinous sacrifice, they found that the Continental Tobacco Company, which was the head and front of the tobacco trust, would not listen to negotiations looking to the sale of their tobacco.

"Hundreds of growers in the counties surrounding Lexington made frequent trips to the Continental plant in this city hoping to find a market, but were turned down. The manager, assured them that the Continental would like to have their tobacco, but that it did not want to buy a law suit with each crop, thus intimating that the grower was tied up by contract with the Burley Association and any violation of that contract meant legal proceedings. Thus it was that many growers were compelled to hold their tobacco until very late in the season and when they finally let it go, it was at a sacrifice and at the risk of a law suit."

Leaf Tobacco Markets.

CONNECTICUT VALLEY

The crops are growing very fast, especially tobacco that was set before the last shower. I have seen some fields where dining plates would not make a cover for the plants, and some that will stand eight or ten inches high.

Such a field gives good promise of growing tobacco that will pay to raise. The crop will probably be early enough to cure down before the cold weather of fall comes to pinch the sap out of the

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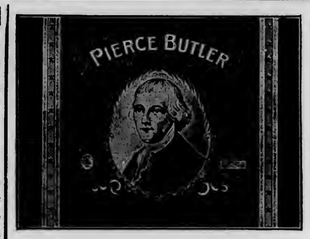

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We make SCRAP Filler, Ready for Use.
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"Honest Bee" . . . . . 3c.
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Good Tobacco Land and Locations for Factories
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is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

hanging plants. It may be too early to suit some of the late setters. But keep in mind the old saying: "If you do not mow you cannot cart hay," and a crop of tobacco got into the sheds and cured down and stripped out early is the crop that sells. But the one that the frost threatens is the crop that comes down late, is stripped late and sold late, if sold at all.

Our correspondents write:

Feeding Hill, Mass.: "Tobacco setting is practically finished for the year, except where the cut worms and wire worms have worked. These worms have been more numerous this year than usual. I have made a practice of plowing in the fall and seeding to rye and am not troubled to any great extent."

Northfield, Mass.: "Those who intend raising tobacco this year are busy setting it out. Plants are scarce. There will be a smaller acreage this year. The old crop is all sold."

Bradstreet, Mass.: "Tobacco setting has been finished here and the crop is started. We notice some pieces where plants were thick on the beds there is occasionally a large plant to fifty small ones. We had a fine rain Sunday night and since, which gives a new lease of life to all growing crops. Sunday the thermometer was 91 degrees in the shade, hot enough to satisfy all.—American Cultivator.

EDGERTON, WIS.

The work of transplanting the plants from the beds to the fields is occupying the attention of growers early and late. The close of the present week will see the bulk of the crop safely transplanted, and the weather continues especially favorable for securing a good stand. Many of the progressive growers have finished and report the plants well rooted and but little replanting necessary. The indications now are that the crop will go out at a trifle earlier date than usual in this State.

Trading in cured leaf in first hands has dropped off almost entirely, only an occasional lot being marketed.

Just a moderate business is transacted among packers, though a firmer demand is reported, and good binder stock is being sought after in all the markets.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 777 hhd; offerings on the breaks, 435 hhds; total sales, 625 hhds.

The market was active and strong at last week's advance on all desirable Leaf—nondescripts and poor Leaf were easy. Lugs were again a shade higher, and rule now with our outside quotations.

We have had showery weather for four days giving an abundant season for planting, which was taken advantage of by all who had plants, and the whole crop is now in the field. The early plantings are growing off well.

In some neighborhoods the rains were heavy and damaging.

We quote:

Low Lugs	$3.50	to	$4.00
Common Lugs	4.25	to	4.50
Medium Lugs	4.50	to	5.00
Good Lugs	5.00	to	5.50
Low Leaf	5.00	to	6.00
Common Leaf	6.25	to	7.00
Medium Leaf	7.50	to	8.50
Good Leaf	9.00	to	10.50
Fine Leaf	11.00	to	13.00

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

Vertical Top Solid and Durable
We Furnish BEST GRADE CIGAR MOLD.
Our Prices are the Lowest.
Sample Sections Free.
THE AMERICAN CIGAR MOLD CO.,
1935--1937 Western Avenue, Cincinnati, Ohio

W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

Wm STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

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Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,

Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,
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Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
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Reports of the president and price list committee were adopted in executive session, when trade conditions were also considered.

Officers were elected, as follows: A. O. Fisher, Chicago, President; W. H. Wilson, St. Paul, First Vice President; A. H. Weidmann, St. Joseph, Mo., Second Vice President; E. H. Defebaugh, Louisville, Secretary and Treasurer.

Business Changes, Fires, Etc.

California

Oakland—B Bercovich Cigar Co.; incorporated

Connecticut

Windsor—Wm Cornwall, cigar manufacturer; dead

District of Columbia

Washington—Louis E Paxon, cigars, etc.; out of business

Georgia

Atlanta—Carlos & Paulos, cigars, etc.; dissolved; Chris Carlos succeeds

Illinois

Chicago — Louis Silversmitn, cigar manufacturer; bill of sale, $1,200

Louisiana

New Orleans—Louis Meyer, et ux, wholesaler and retailer of cigars and tobacco; transferred real estate, $18,000

Massachusetts

Boston—Breslin & Campbell, cigar manufacturers; Charles A Campbell, proprietor dead——Barnett & Co., leaf tobacco, etc, Max Barnett, proprietor, bill of sale $1, etc——Thomas Frye, cigars; chattel mortgage, $1, etc—Henry S Howard, cigar manufacturer, chattel mortgage, $100——Edward Olsson, cigars, etc.; chattel mortgage, $175

Michigan

Adrian—Wm G Gidley, cigar, etc; deed, $1,150

Detroit—Royal Cigar Co, retailers and jobbers of cigars; A A Berger, bill of sale, $1, etc

New York

New York City—Block Bros., cigar retailer; David E Block, dead—Jacob Reich, cigar manufacturer and retailer; advertised to sell out

Flushing—F T Whiting, cigars; dead

Ohio

Dayton—Benson & Koester, cigars and tobacco; Benson & Kloeb succeed

Paulding—Palm Cigar Co, (not inc); ownership changed

Pennsylvania

Lebanon — Milton C Trantz, cigar manufacturer; judgment, $100

Mahanoy City—Colins & McBreen, wholesaler and retailer of cigars and tobacco; succeeded by Collins & Ryan

Philadelphia—Keystone Tobacco Co, (not inc), jobbers; petition in bankruptcy

Williamsport—B Hoden Taylor, mgr, cigars; judgment and execution, $860

Rhode Island

Central Falls—Willett C Southwick, cigars and tobacco; John F McQuillin succeeds—John F McQuillin, cigars, tobacco, etc; chattel morgage, $1,600

Utah

Salt Lake City—Jacob Greenwald, cigars; sold to Stephen McMurrin

Vermont

Burlington — C F Rockwood & Co, cigar jobbers; C F Rockwood succeeds

Washington

Albion—M M Lawler, cigars, etc; deed, $500

Cunningham—A O Lee, cigars, etc; real estate mortgage, $125

Spokane — Stern's Commission Co; wholesale cigars, etc.; L Stern dead.

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792,738 Electric cigar lamp lighter; Frank W Smith, and W H Smith, New York, N Y

792,864 Cigar tip cutter; Edwin Walker, Erie, Pa

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JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
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ENGRAVING DIE STAMPING
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Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U.S.A.

ALBERT FRIES HAROLD H. FRIE
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

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Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
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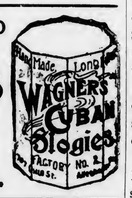

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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

National Cigar Clipper

It Clips a V in Ends of Cigars---

A LITTLE vest pocket instrument for the smoker that puts a V in ends of cigars—neatly—accurately—without breaking wrapper, no matter how dry or brittle the cigar is.

It doesn't bite and pull and squeeze; but cuts "shear ways," the common sense way—a way that can't dull the the cutter and disfigure the point of cigar.

Design is elegant—nothing like it on the market anywhere. Finest tool steel—nickel plated, and polished.

Makes an effective and lasting piece of advertising for the cigar manufacturer and distributer because of its ability to attract attention—its utility and durability.

The dealer can't put a better selling novelty before a smoker. Hits two ways,—snug profit when sold—fetching advertising with name on.

Sample 15 cents. Dozen lots without ad. $1.25.

Gross lots without ad. $14.00; with ad. if not more than three lines, three eighth of an inch long, $16.50.

NATIONAL SELLING CO., Allentown, Pa.

Maybe not today or tomorrow, but some day soon

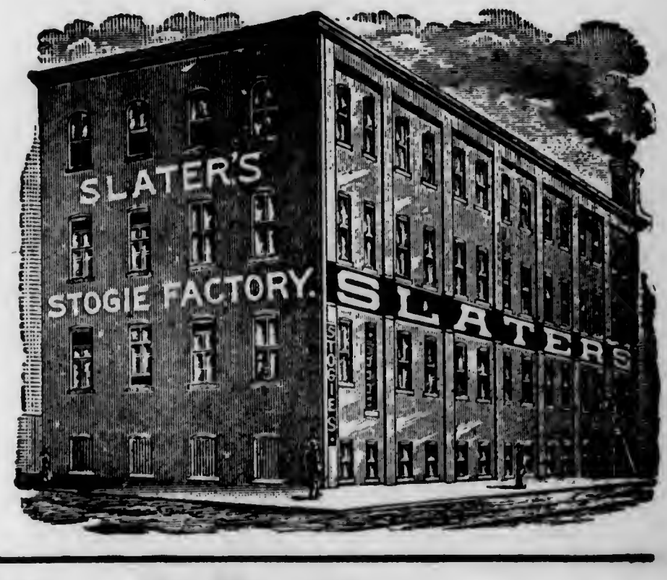
You'll need them quick!
Note the address-
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.

Manufacturers of Hand-Made

LONG FILLER STOGIES

Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



E. ROSENWALD & BRO.

End of Volume

CONTINUED
ON
NEXT REEL

END OF REEL
PLEASE
REWIND